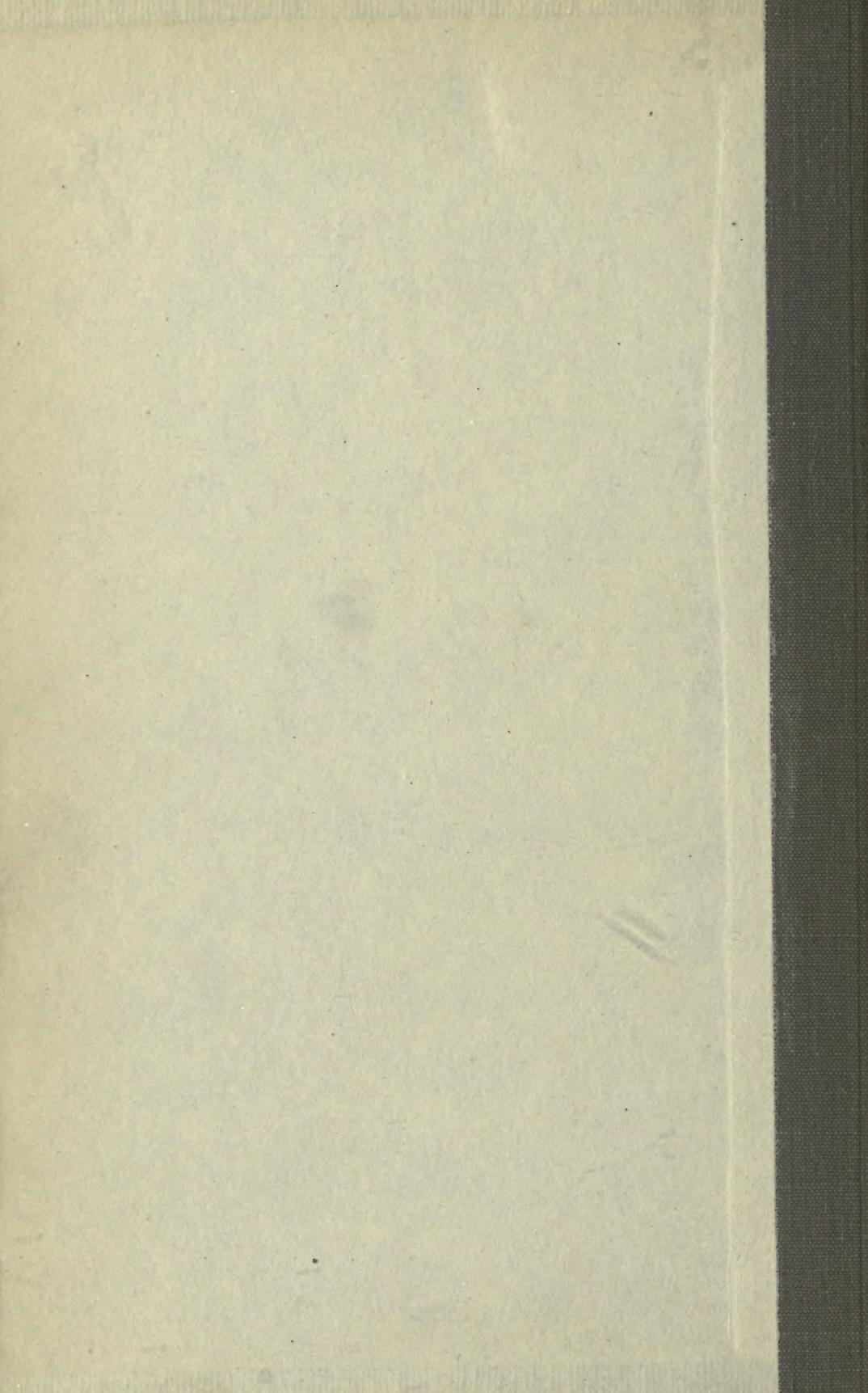
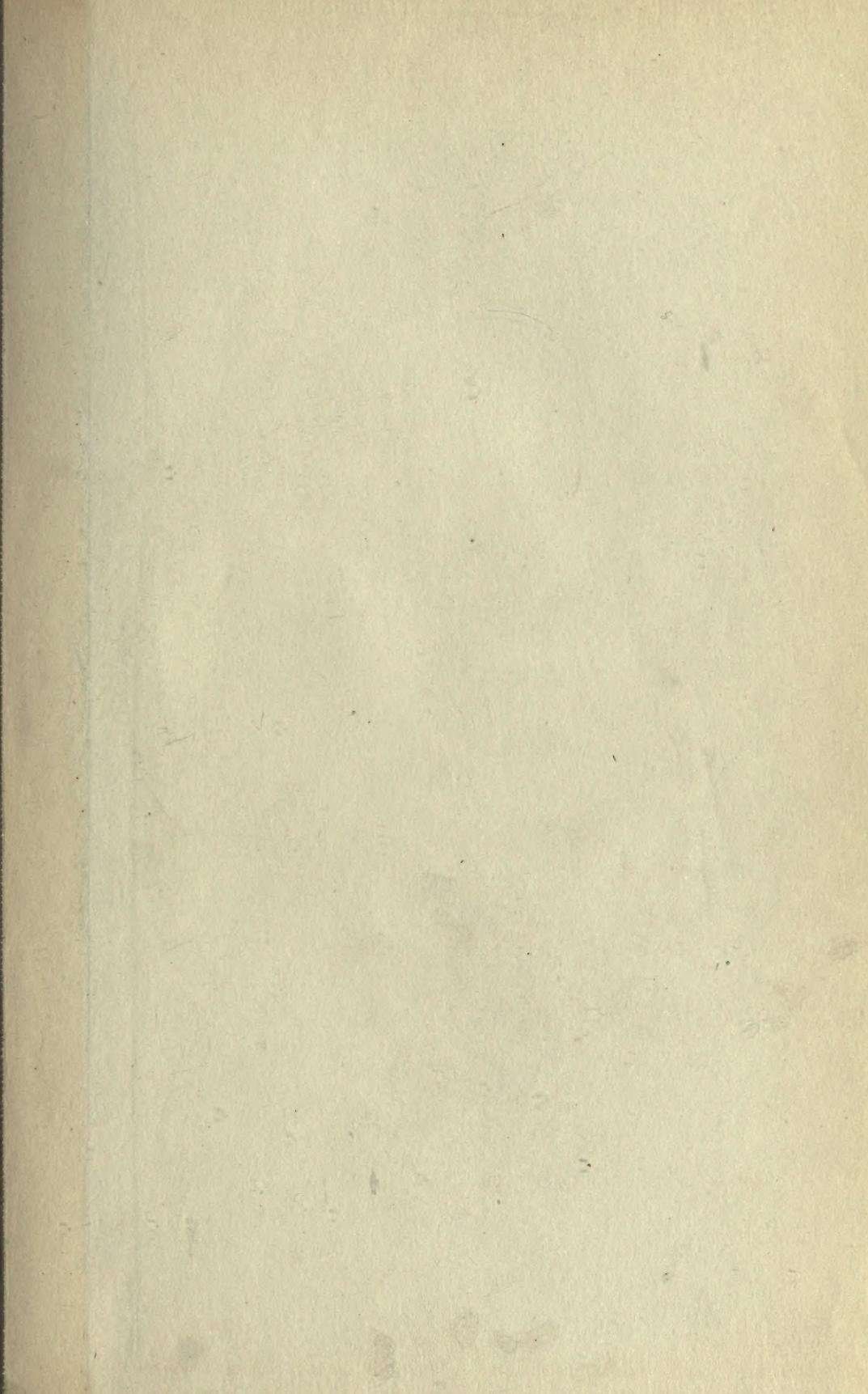


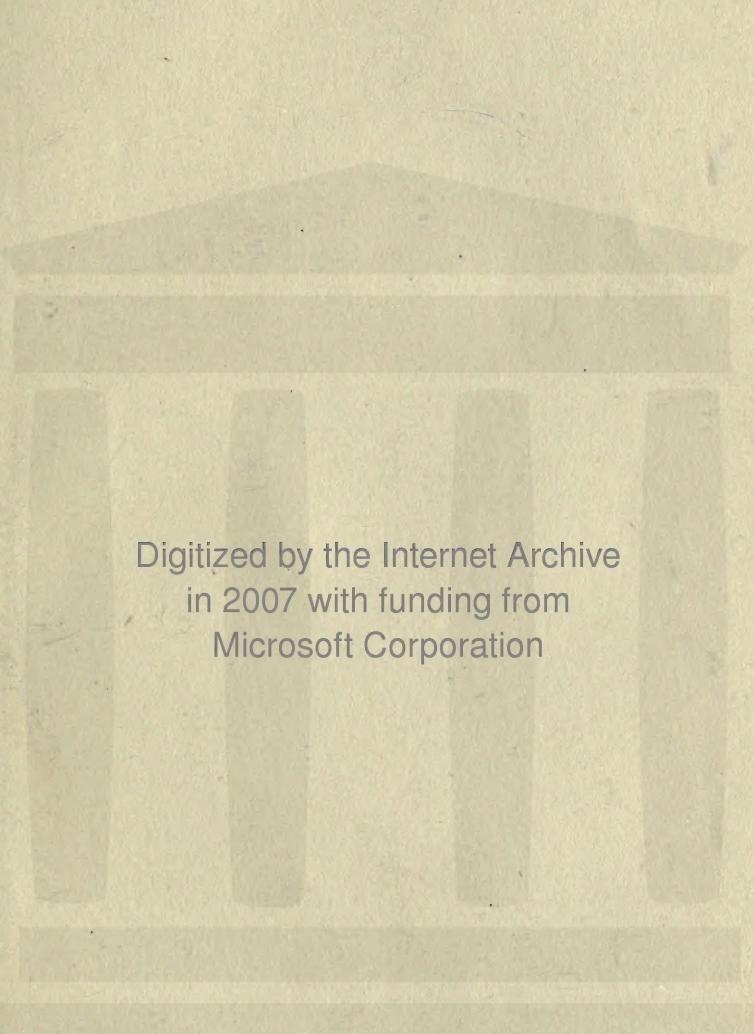
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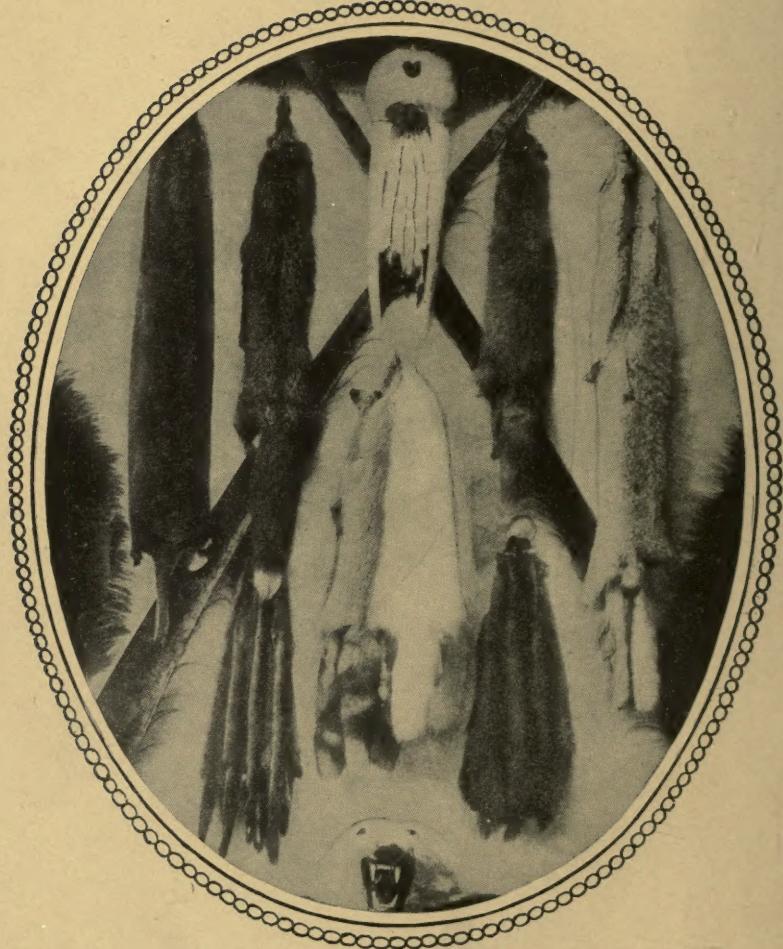


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### ALASKAN TROPHIES

The frontispiece attractively displays a Polar bear skin crossed by baleen, with skull of walrus in the center and string of ermine skins at the top. Skins at top from left to right are: otter, silver fox, blue fox and lynx. Lower line: mink, white and red foxes and marten.

1  
2



Alaskan Trophies

# THE FUR TRADE OF AMERICA

AND SOME OF THE MEN WHO MADE  
AND MAINTAIN IT

TOGETHER WITH  
FURS AND FUR BEARERS  
OF  
OTHER CONTINENTS AND COUNTRIES  
AND  
ISLANDS OF THE SEA

BY  
A. L. BELDEN

Price \$3.00

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## GENESIS

When the world was yet young, and men were born and spent their days in the glorious freedom of out of doors, the "first families" definitely apprehended the utility of furry pelts as the chief components of protective apparel throughout the changing seasons of the year, and progressively in all the years.

It is not strange, therefore, that when the earliest over-sea wanderers, earliest of dependable record, settled upon the wooded shores of the American continent they devoted their interest and labor, first, to the cultivation of the soil for bread; and, second, to fur

trading, at which they were adepts, for prodigious profits.

It is interesting to learn that the fur industry in America is definitely linked to the fur trade of antiquity, and withal extremely gratifying to note the wonderful progress attained in every detail of the business—the output of the skilled furrier of to-day is essentially unlike “a fur” of the first centuries in every particular except the initial stage—the raw skin.

The inspired historian of first things, events following the renewal of the earth in anticipation of the advent of man, assures us that very near the “beginning” fur formed an essential, effective and important part of the apparel of the human race; and this record has remained uncontradicted by the critical or the curious during the six thousand years, more or less, this little planet has been running its ordered course around the sun.

It may seem to be an insignificant matter to engage the pen of an inspired writer, but it should be noted that it first measurably charged the mind of the Creator, hands as well as mind, by whom all things, from least to greatest, were created for the possession and peace of the one creature made in His own image.

When Adam and Eve, in consequence of disobedience to the single divine law imposed for their well-being, were driven from the Garden of Eden they passed from ease and abundance to toil and want; and as misfortune broods not singly, they also lost their former ethical repose of mind, and becoming conscious that they were in undress, “sewed fig leaves together and made themselves aprons”—not very extensive, fast-color or durable raiment, but manifestly the utmost

attainable by the ingenuity of two perturbed souls in the limitation of a single thought; and we may reasonably suppose that this primal one-piece suit, patched and renewed from day to day, the best they knew, would have sufficed from genial spring till nipping frosts of winter drove the wearers a-hiding in some subteranean cavern to perish of cold and hunger, except for the compassion of Him "whose mercy is over all His works," for the sacred record reads: "Unto Adam also and to his wife did the Lord God make coats of skins, and clothed them."

We may assume that omniscience devised this initial attire of the first human inhabitants "of all the earth" solely with regard to their imposed necessities, and without even mildly exciting that love of dress which in succeeding centuries, surely ever since men and women became dressmakers and milliners, has led to an ever increasing desire to revel in luxurious attire, and rival in glittering array one another, the butterflies and birds of the air, the flowers of the field, and all creation in vacuous indifference to comfort, true dignity, and even life itself, which is incomparably "more than raiment."

Fur, though not so superbly wrought and finished as our modern highly skilled furriers present it in fashion's latest fancies, is the material in which man was first fully clothed, apparel created, not designed, made to relieve needs springing from disobedience and discontent; the "coats of skins" thus graciously provided as the initial garments of man and woman about to tread the trying mazes of a new life, were doubtless simply protective and decidedly simple, and yet positively pleasing to the wearers, as Mother Eve thus at-

tired could at any time stroll abroad either alone or in the company of Adam without experiencing the distress incident to noting the style and fit of other "coats of skins," possibly surpassing hers, on the primal promenade.

Fur is the natural and actual clothing of nearly all mammals inhabiting land or water, or land and water, fields, woods, running streams, placid lakes, marshes and the great oceans from the earliest historic time to the present moment, and the quality of this furry coat was unquestionably intended to insure to each creature, large or small, a maximum degree of health and well-being under all conditions of environment, variations in temperature, and changing circumstances more or less adversely affecting them in their intensive struggle for existence in competition with one another, the elements and man.

Not a few species have entirely disappeared, some have become reduced to an insignificant total, and others barely linger upon the verge of extinction, but the variety remaining is large, and the aggregate number of individuals surviving disease, restricted habitat and consequent diminution of food, and the sleepless pursuit of alert enemies is incredible, and would be rejected as unworthy of belief except for the positive proof furnished by the actual count of the annual catch.

If man had been endowed with all the cunning in creation, and the "brutes that perish" had from the first been altogether stupid, human greed would long since have effected the extermination of the fur-bearers everywhere except in the regions of eternal frost; but the furry people of marsh, valley and forest, deep and

shallow waters, are cute, crafty and even more cautious than man; they have only two books, Necessity and Experience, and on the title page of each is plainly written the "first law of nature," and they are ever mindful of that one statute; but their escape from countless foes is chiefly if not wholly due to their nocturnal habits; during the daylight hours while man, birds of prey and scaly serpents incessantly roam abroad seeking whom they may devour, the fur-bearers peacefully repose in dens, hollow trees, penetrable openings in river banks and similar retreats offering "safety first"; at night-fall, when their only fearsome enemies are the creatures with owlish eyes, the furry folk prowl about in quest of food, but wisely return to their dens before sunrise.

It is noteworthy that in the course of the passing ages the natural covering and sundry parts of nearly all creatures—fur, wool, hair, skin, down, feathers and scales; the creepy skin of serpents, rasping cuticle of the shark, and the horny hide of the alligator; horns, tusks, teeth, hoofs and bones of the deer, elephant, mammoth, whale, walrus, buffalo and other great and small beasts; the shell-like covering of the tortoise tribe; varigated shells of the mussel, oyster, clam and a vast number of similar and diverse inhabitants of deep and shallow waters; the marvelous handiwork of the silk worm, spider and builders of coral reefs; the fibre and foliage of countless trees, shrubs, plants, weeds, grasses and kindred substances; metals, precious and common; minerals, ranging from stones of little worth to gems of almost incalculable value; the dead bodies of insects counting hundreds of thousands to the pound; the inky secretion of the cuttle fish, and, in brief, all natural pro-

ducts, animal, vegetable and mineral, have been employed to clothe and adorn the human form; and although all these have been freely used in the simple natural state and as enhanced in beauty and value by the patiently acquired skill of human artificers, and while each has repeatedly waxed and waned in courtly favor as the successive years have run to silence, fur, strictly as such, alone has held a continuous place in the realm of utility, and the ever broadening field of aesthetic favor.

If we could unerringly trace our way back to the era when men began their conflict with thorns and thistles, we would surely find that the skins of animals, crudely cured and rudely fashioned, constituted the attire of the race, and continued to satisfactorily meet the needs of all until slowly advancing knowledge led to a diversity of industries through the development of knives, needles, multiplied tools and devices for the manufacture of the varied "fruits of the loom"—silks, satins, velvets, laces, linens and other rich fabrics, none of which excels in beauty and utility the finer furs when correctly cured, appropriately designed and artistically finished.

Barbarous hunters and warriors, from the early period when every man was "a law unto himself," in tribal times, and to the present day, have worn and continue to wear skins of tigers, leopards, lions, wolves and other fierce beasts in evidence of exceptional valor, skill and cunning in conquest and endurance in the chase, prizing the skins above gold or cattle or other forms of wealth.

The peculiar people inhabiting Iceland, Greenland,

and the entire range of the Arctic regions, are clothed almost wholly in furs, skins and feathers of native mammals and migrant birds; and have been thus appareled ever since they first drew breath in the frigid air of their forbidding environment.

In all really cold sections of the globe furs have doubtless always been worn as the chief components of the daily dress of both men and women in consequence of affording the wearers the utmost comfort and protection; and though climatic changes have occurred, the difference is so slight that no fabric yet produced can agreeably displace fur as the essential clothing of the human denizens and occasional sojourners in zero dominated plains.

Necessity and custom prevail; the American Indian of to-day, though hedged about by the civilization that is crushing him, clings rather tenaciously to his primitive costume of furs and feathers, or changes it in part, or partially abandons it, only under stress of circumstances which he cannot readily resist.

Land grabbers, in Indian parlance denominated "pale faces," have from Mayflower days to the present vied with the native Americans in wearing furs of the finer sorts generally enhanced in beauty, artistic design and finish—generally, but not invariably improved, as evidenced by sundry favored fads and frightful freaks in fur dyed green, red, yellow, purple and other unnatural hues.





## FUR TRADE OF AMERICA EARLY HISTORY

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We doubtless express a fact, rather than an opinion, when we state that fur merchants and furriers quite generally believe that the fur trade of America began "on or about" the day following the discovery of the country by Columbus; this view, it should be understood, is confined to the date of the discovery of North America, which alone is being considered in this place, as the great continent southward, though producing some fur, noticeably chinchilla and nutria, has never had a "fur trade" within the meaning of the term as commonly employed and understood by fur merchants.

The discovery of America definitely in 1492—passing over the misty claims of earlier Norse navigators—very considerably ante-dates the beginning of the fur business in the "new world"—why called new world is

a matter of wonder, as all the great continents are unquestionably of equal age. While it is true that the fur business in America began many years subsequent to the discovery of the country by Norsemen, Christopher Columbus or Americus Vespuccius, there is no doubt that certain furs were extensively used as "component materials of chief value" in the production of the clothing of the native human inhabitants of the country, the Indians; for when the discoverers from the several successive points of departure first landed upon the shores of America, since so named, they found the Indians habited in furs and feathers—nothing else, and not much of either—fashioned for comfort and protection, not for display, feathers excepted, the squaws of the various tribes being the tailors and free-hand designers of the period. This condition we may confidently believe had prevailed not only for centuries but for thousands of years, for while the continent was new to the voyagers from over-seas, it was as "old as the hills," Grampian or any other, to the red men. For just how many years the Indians hunted and trapped fur-bearers for food and raiment in the swamps and vast woodlands of North America, or from whence the red men came, no man surely knoweth; but we quite fondly entertain the opinion that they made their way thither very early in the history of the human race, crossing from Siberia to Alaska in that surmised era when the now designated continents of Asia and America, if not connected by a narrow and unbroken highway of solid land, were easily accessible via a series of isles dotting the intervening sea, into which they subsequently disappeared in consequence of volcanic action.

We entertain the opinion, subject to change upon the presentation of indisputable proof, that the American Indians are the descendants of Adam—the name Adam signifies red man; in holding this view we logically conclude that our Indians “trace back” to Cain, the first born, whom it may reasonably be assumed most definitely inherited and passed on the characteristics, particularly color, of his progenitor; it is so stated in the sacred record.

It is historically declared that Cain went forth into the “land of Nod,” or Nid, but no one knows just where that land was located; and it is not known whether all the descendants of Cain wended their way when the increase in the population of the earth compelled them to “move on.”

A “Mark” was set upon Cain; it was decreed that God should be “hidden from him,” that he should be a “fugitive and a vagabond in the earth,” and that every man’s hand should be against him—in the Indian alone all these conditions are wrought to a conclusion.

There is no occasion for “special wonder” in the fact that all the sons of Adam were not red; in the descendants of Noah, onward from Shem, Ham and Japeth, we have the Caucasian, African and Asiatic races; and naturalists and trappers have observed black, silvery and red foxes in the same litter, and occasional albinos in every species of fur-bearers.

Aside from all this, the fact stands forth that Indians greatly outranked white men as effective factors in creating the fur trade in America, and for many generations were depended upon to “keep it going”; they knew the haunts and habits of the fur-bearers, were

able to match their cunning, and capture them in large numbers, and did it for a reward so meagre, and frequently so vicious, that it is not at all strange that the poor, simple-minded red man never learned to love his pale faced despoilers. Thousands of Indians having no knowledge of values were for countless years constrained to part with peltries worth hundreds of dollars in exchange for a few glass beads, a diminutive mirror or a bottle of low grade whiskey costing the "square dealing" white man only a few cents; the discreditable practice was so long continued that it is not even mildly strange that lineal descendants of both, the red trapper and the white trader of that very long ago, are still habitants of the land—not merely somewhere, but easily discernible at the "old stand"; the real marvel is that out of the old perverse conditions men have risen to a vastly higher plane of living, so that the great majority of the men in the fur business of to-day are reputable and trustworthy in the extreme.

The exchange of a few trinkets of questionable worth for bales of furs of great value clearly constitutes the origin of the term "fur trade," and needs no elaborate explanation; the term still abides.

While the discovery of the country ante-dates the fur trade of America, the outranking fur trading section of the world, it should be noted furs constituted the foundation of mercantile and commercial enterprise in North America; crudely handled skins of indigenous fur-bearing animals were the primal articles bartered, bought, sold and exported in quantity by the men of affairs who first settled upon the shores of the newly found continent. The fur business is indisputably the

oldest branch of trade in America—in many respects it is the best, and in every particular is the most interesting field of endeavor, in which men seek the rewards of efficient industry.

Voyagers who in the long ago dared the dangers of the deep, were solely concerned in the discovery of a new and shorter route to India, where it was believed gold abounded in inexhaustible supply, and could be obtained for the mere trouble of shoveling it into the ships; the known overland route to that wonderful country was long, devious and beset by many perils—robber bands more fearsome than stormy seas—and hence, once and again courageous men sailed away to find the short-cut, the time-saving path, not to some unknown *terra firma*, but to gold encrusted India.

The earlier would-be discoverers were lured by the old yet ever new get-rich-quick impulse; and though many failed, still responsive to the call of gold ship-followed ship, and the primitive craft of one persistent seeker sped on until it touched the shores of a better and richer land than India, and incidentally made possible the subsequent establishment of the fur trade in America.

Craft, other than of the order built to sail the seas, and get-rich-quick schemes, were predominant in the earliest days of the fur trade, and only leisurely passed from view; from time to time their spectres have returned to vexatiously operate for a brief season, not as members of the trade, but as marauders from the hinterland of Crookdom.

In August, 1492, Christopher Columbus sailed from Palos, a port of Spain, and on October 12, 1492, dis-

covered America, but not the mainland, as he steered his course too far south, near Cuba and the northern coast of South America—and believing he had found India called the natives Indians, but made no effort to barter furs with them, gold and silver and pearls being the objects of his quest.

In 1501 Americus Vespuclius, of Florence, Italy, extended his voyages along the eastern coast of South America, wrote a fair description of the country, which being no longer erroneously regarded as India, was named America in his honor; the great continent to the northward was later given the same name.

In 1497 an exploring expedition was sent out from England which resulted in the discovery of Labrador and Newfoundland—remarkably good fur sections, but too lightly appreciated at the time to be developed. During the last half of the sixteenth century, colonies were sent from England to the "New World," and they effected settlements at Jamestown, Virginia, and other points, but the colonists were so intently concerned in obtaining a bare living, and living in spite of Indian treachery, that no progress was made in business until near the middle of the succeeding century. History repeated itself in the experience of the Pilgrim Fathers, who landed at Plymouth Rock, December 21, 1620; some of these early settlers in Massachusetts in 1623 sent to England a few fox, raccoon and muskrat skins as curiosities, rather than articles of commerce.

The desire to find a short route to India in order to quickly garner gold and precious stones, led the thrifty Hollanders to set Henry Hudson adrift to find it; pursuing a course the reverse of other navigators,

who sailed too far south, Hudson directed his course unduly northward into the icebound Arctic, and, therefore, had to try again, and once more, and at last September, 1609, touched at Sandy Hook, and passed up to Manhattan Island. In 1614 the Dutch claimed by right of discovery all the territory along the Hudson River, and a little later, 1623, purchased from the Indians all of Manhattan Island for twenty-four dollars, and called it Nieuw Amsterdam—and the fur trade of America arrived—began where it has uninterruptedly flourished in greatest volume to the present day, the island of Manhattan, site of the City of New York.

The Dutch of 1623, certainly those embraced in the citizenry of Nieuw Amsterdam, were tireless traders, bargain discerning merchants, and wonderfully successful raw fur collectors, though they issued no price lists or market reports; they dealt wholly with the Indians—there would have been “little in it” if they had traded with each other—urging the natives to bring in all the furs they could obtain, and to keep eternally at it, quite regardless of seasons, future supplies or any other circumstance at all likely to reduce the catch below “normal.”

The collections were shipped to Holland and were disposed of at profits *per centum* which would render it easily possible for a fur merchant of the present day to contentedly retire in twelve months.

Wall Street, however, would very likely point the way of return within the year.

The Nieuw Amsterdammers were truly great traders with aborigines, and we seriously fear that their marvelous mastery in merchandizing with the simple savages

all sufficiently accounts for the supposedly poetic but really tragic line:

"Lo, the *poor Indian.*"

The *Acre*, a small vessel which sailed from Nieuw Amsterdam September 23, 1626, for Holland, carried as part of the cargo, 17,812 muskrat, 7,248 beaver, 43 mink, 675 otter and 36 wild cat skins, all of which were safely transported to destination.

Nieuw Amsterdam was taken from the Dutch by the English in 1664, and the name was changed to New York; the island, city, and adjacent territory were fairly won by the American Colonists in 1783—the only subsequent change in title being the addition of the word "Greater," more than a century later.

Since the latter given date the fur trade of America has gradually become immeasurably larger and more business-like, and the progress in both trade methods and morals has noticeably been continuous; there is a narrow margin for still further improvement in a few points, which doubtless will be wrought out in the sweep of time, as it has been demonstrated that the leopard can change its spots.

In 1664, when the Dutch had moved out of New York, and the English were the temporary masters, King Charles II., very liberally bestowed upon his brother James, Duke of York, the spacious section of the present United States known as New York, New Jersey and the New England States, to be governed by James in return for an annual tribute of forty beaver skins. James undoubtedly regarded the grant as "dirt cheap," for somewhat later it cost the price of thousands

of beaver skins and many good American lives to induce the Duke to vacate his governorship.

About the middle of the sixteenth century French navigators voyaged to what has so long been known as the Gulf of St. Lawrence, and in the name of France took possession of the surrounding country and still farther afield, and in time several French colonies followed and located along the St. Lawrence River and other parts of Canada. Many of these first settlers became expert fur traders and trappers, and they very promptly established a number of trading posts for the collection of peltries along the rivers and lakes abounding throughout the country; one of these fur traders, La Salle, extended his operations southward into what is now the United States, and in 1682 sailed down the Mississippi River to the Gulf of Mexico, and claimed for France the vast stretch of country from the Alleghanies to the Rockies; a liberal grant—the richest catch ever made by a fur trapper—somewhat more than a million square miles all under the title of Louisiana. This vast tract of land and water was purchased by the United States in 1803 for fifteen million dollars, and was from that date opened to settlement and unrestricted trapping by American citizens.

While there is no record of the figures, we have no hesitancy in stating that the catch of fur, which is by no means the largest asset, since 1803 has exceeded by several times the amount of the "Louisiana Purchase."

In 1804 Merriwether Lewis and William Clarke set out from St. Louis to explore the newly purchased Louisiana territory, and following the Missouri River to its source, and then the Columbia River to the Pacific

Coast, blazed the way for a forward rush of hardy settlers, fearless hunters and sturdy trappers, for in addition to noting the wonderful extent, richness and beauty of the country explored, Lewis and Clarke brought back in 1806 reports of the discovery of practically unlimited numbers of fur-bearing animals, and the marked success of the Indians in collecting peltries of incalculable value.

Trading posts were established from the Missouri to the Pacific by concerns in endless succession, each in turn bent upon obtaining a monopoly of the fur business—a dream never realized, and never to become other than a fantasy.

Those who view the fur trade from points of vantage outside the trenches, as observers but not as directly concerned, seem quite generally to regard it as a dreary means of making a living, a little dusty, dingy and oleagonous; but those who take a higher interest in their life work, consider the records, traditions and progress of the fur trade in America, find in it ever enlarging pleasure and satisfaction, and an inviting field of endeavor abounding in alluring prospects.





## Early Traders

It may reasonably be asserted that long before stone weapons, bone spears, or rudely fashioned bows and arrows were dreamed of, each man exerted to the utmost his cunning to capture fur-bearing animals to appease his hunger and meet his conscious need of protective clothing; it is quite as certain that at the first as in the present there were successful and inefficient hunters and trappers; that a few by patient observation learned the ways of the furry folk in their varied haunts and in consequence were rewarded by good catches; while others, trusting to luck, drew many blanks.

Esau, at a much later date than the "beginning," was a mighty hunter but not always a successful one; his failure in the chase on a certain day made an irrevocable change in history.

Each man was in the beginning his own furrier with varied results, and so continued until multiplying needs and increasing consciousness of diversified ability led the individual toiler to gradually abandon tasks in which he had met defeat, and to devote his labor to special works of greater personal advantage—hewing wood, drawing water, herding cattle, shepherding sheep,

tilling the soil, hunting, manufacturing particular things, bartering, merchandizing, general exchange, and the acquisition of knowledge.

Barter was the earliest method of effecting mercantile transactions; the successful trapper or hunter bartered the hare, deer or other animal he had captured, or the raw skin taken from the carcass, for required products of the field or forest, or the handiwork of primitive workers in fur, wool, grasses and trinkets—ante-types of twentieth century tinsel trifles.

Barter may have been fair even before the Flood, but since that world-event barter has generally been effected between the wise and the foolish in market values, all too often to disadvantage of the latter; furskins worth from tens to hundreds of dollars each have been bartered for a bottle of fire-water, string of beads, a pocket knife or a bright handkerchief worth a nickel.

At the great fairs in Russia, in parts of Siberia, the wilder sections of China and extreme northern stretches of North America, barter has not been wholly superceded by merchandizing with money as a medium of exchange, but glass beads now pass current in very restricted areas.

Of the many species of fur-bearing animals indigenous to the United States, or that frequent the coasts and adjacent islands at certain seasons of the year, several are extremely prolific, notably the muskrat, skunk, opossum, raccoon and mink; and a number yield pelts of superior beauty and value, the sea otter, fur seal, land otter, beaver and some of the foxes ranking among the finest and highest priced furs in the world. The most prolific of these is the muskrat, of which from

three to four million are caught each season. Others taken in large numbers are: skunk up to 1,000,000, opossum 500,000, raccoon 400,000 to 700,000, and foxes approximately 100,000.

These and many other fur-bearers, noted later, are distributed throughout the states, but differ considerably in size, color and density of fur according to the locality they frequent; even skins of the same species of animal found in different parts of the same state vary in intrinsic value, and still greater differences in commercial worth are plainly observable in skins secured in northern and southern divisions of the country.

Peltries valued at millions of dollars are secured annually by dealers and collectors in the large cities and numberless smaller towns.

It will never surely be known whether the first human inhabitants of the great Continent of North America were Tartars, Norsemen or simply unclassified sons of Adam many generations removed; or whether they listlessly drifted across the intervening waters, or gradually made their way thither by passing steadily forward from island to island, long prior to the founding of fabled Atlantis, when islands of varying area are supposed to have dotted the sea from continent to continent.

That they *came* somewhen and somehow we do not doubt, owing to the conviction that there was but one creation; it is assumed that the copper-hued aborigines of America were sons of Adam—the name meaning *red earth*—and definitely the descendants of Cain, the first born. The interesting problem we would like to solve is whether the various species of wild animals, fur-bearers

in particular, journeyed with man from one continent to the other, or were originally placed in what we now know as North America in anticipation of the coming of man to meet his known needs.

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In 1684 Nicolas Perrot, a fearless, energetic trader, struck across the continent, starting from Green Bay, and in company with a band of hardy hunters raised the French flag upon a number of forts and crude stockades to forestall any advances on the part of English traders —like certain spirits in the trade at this late day, they wanted the “whole thing,” though there was fur enough for all; one of Perrot’s posts was at the mouth of the Wisconsin River, and an other was on Lake Pepin; both prospered for some time, but eventually were passed and forgotten as the fur hunters marched steadily onward toward the setting sun.

#### WILLIAM W. TODD

William W. Todd, who was born in 1779, was employed as a boy by John J. Astor, and when he was only sixteen years of age was sent to Canada to buy raw furs at stipulated prices; he spent the winter in Montreal, and during the time visited the nearby Indians and succeeded in purchasing all the furs they had collected. In 1796 Mr. Todd was sent by Astor to sell deer tails to the Tammany Society, the members of which wore deer tails in their hats, and in consequence were known as the “Bucktail Party” in politics.

Mr. Todd remained in the service of Mr. Astor until 1797, when he withdrew and was employed by John Duffie, general merchant.

### JOHN G. WENDEL

John G. Wendel in 1780 conducted a fur business in Maiden Lane, and for a number of years was one of the leading New York furriers; previous to coming to America he had married a sister of John Jacob Astor, and when Mr. Astor came to New York he entered the employ of his brother-in-law. In later years one of Mr. Wendel's sons, John D. Wendel, occupied a position in Mr. Astor's office, and in the course of his business career amassed a fortune. Mr. John D. Wendel died at his home in the village of Sing Sing in December, 1876.

### NORMAN W. KITTSOON

Norman W. Kittson was one of the "enlisted" men engaged by the American Fur Company, and while he was with that concern he made a thorough study of the business as it was then conducted.

In 1832 he went to Minnesota, and was one of the first permanent white settlers in that state; he established a fur trading station in that year at Fort Snelling, Minnesota, acquired an excellent knowledge of Indian dialects, and had a large trade with the Indians throughout the state, as he made it a rule to correctly value all peltries brought to him. Some years later he engaged a number of voyageurs and extended his trading to Manitoba, with St. Paul as his headquarters; the men employed by him carried out sundry supplies required by the Indians, and returned with packages of choice skins. In 1845 he removed his headquarters to Pembina, N. W. T., Canada, where he made large collections of furs in competition with the Hudson's Bay Company,

and in order to expedite the transportation of goods both ways between Pembina and Mendota, Minnesota, he built a number of small carts, two-wheelers drawn by a single pony each cart carried about a quarter of a ton of furs or supplies, and four or five carts, strung along behind each other, but drawn by separate animals, could be managed by one teamster.

Mr. Kittson often traveled with the carts, and personally conducted buying at home and in the field until 1864 when he retired with a large fortune. He subsequently resided in St. Paul; in 1880 he removed to New York, where he resided up to the time of his death in 1888.

### MICHILIMACKINAC

Michilimackinac, a settlement on an island of the same name at the confluence of Lakes Huron and Michigan, near the mouth of St. Mary's River, was one of the earliest fur trading posts of real importance when the trade extended westward.

In 1765 Alexander Henry, an energetic pioneer trader, secured from the chief official at Michilimackinac a license giving him the exclusive privilege of fur trading in the Lake Superior section, and for three years he was remarkably successful, as by his fair methods he gained the entire confidence of the Indians.

Michilimacknac—later more generally known as Mackinaw—remained an important post for many years, and in the early years of the nineteenth century, 1800-1830, was a center of the southwestern trade; thousands of bales of peltries, particularly beaver skins, were carried thither in canoes and small boats by Indian



hunters and experienced trappers, and many white men engaged both in trapping and bartering with the natives.

The Mackinaw Company, one of John Jacob Astor's organizations, established headquarters on the island in 1816, and regularly made large and desirable collections, which proved exceptionally profitable.

Mackinaw declined in importance as trading extended farther inland.

On March 18, 1909, a number of old account books, ledgers, journals and others, belonging to the Astor business, 1817-1835, at Mackinaw (invariably written Michilimacina in these records) were sold at auction for \$140.

Prices paid for furs and received for supplies comprised part of the interesting records; some of the prices obtained for articles sold to Indians and traders were: quart of whiskey, seven dollars; pound of tea, two dollars; candle sticks, a pair, three dollars and eighty-five cents, and all other articles on the same high level.

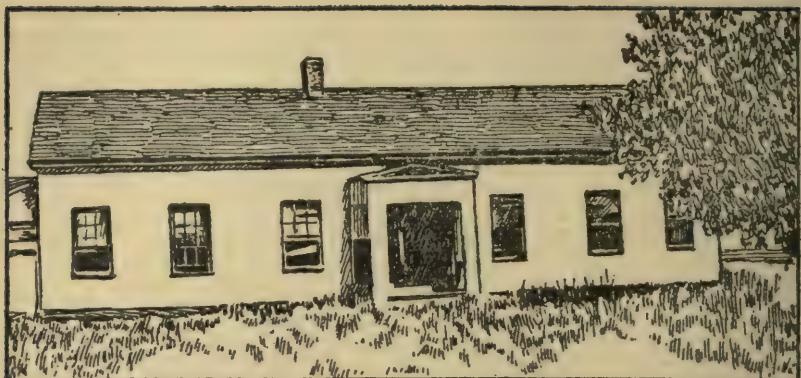
### PIERRE CHOUTEAU

Pierre Chouteau was one of the prominent pioneers in the fur trade at the beginning of the nineteenth century, and following the Louisiana Purchase operated very successfully in the new American territory, steadily extending his chain of posts westward from the Missouri to the Pacific Coast; many good shipments were forwarded to St. Louis, and thence eastward to New York, and onward to Europe. He was exceptionally resolute and enterprising, and amassed a comfortable fortune. He retired in December, 1857.

### JOSEPH LA FRAMBOIS

In 1817 Joseph La Frambois built a fur trading post on the Missouri River, which five years later was displaced by Fort Tecumseh, and in 1832 was rebuilt and named Fort Pierre Chouteau, after the man who really made the fur trade of that section great by building flat-bottomed steamboats suitable for navigating the shallow rivers abounding in the fur country, and which afforded trappers and collectors their only advantageous means of transporting supplies to the interior, and return cargoes of furs to the larger posts on the border of civilization.

In 1859 the succeeding firm sent a steamboat from the Gulf of Mexico to the Great Falls, near the Rocky Mountains, nearly four thousand miles, and brought down a full cargo of buffalo hides.



## Treaty Hall

In 1836 the American Fur Company, John Jacob Astor owner, erected on Madeline Island, nearly opposite the present town of Bayfield, Wisconsin, a rather large, one-story building, with six windows on each side, in which the fur business of the company was conducted for many years, or until collections were diverted to other centers for shipment east. This building came to be known as "Treaty Hall"; it was used in 1854 in formulating and ratifying an important treaty between the United States and the Chippewa Indians, whereby the latter surrendered all rights and title in a large section of country.

During the period in which the fur trade flourished on Madeline Island, the town of La Pointe gradually developed, and in time became the county seat; following the withdrawal of the American Fur Company the

town steadily declined in importance, and is now merely a hamlet.

Treaty Hall, though dilapidated, remains; on account of its historic interest it was in July, 1917, presented, "free and clear," to the Minnesota Branch of the Daughters of the American Revolution, by whom it will be restored to its original condition, and maintained. A part of the Hall will be given over to the Wisconsin Daughters of the Revolution for the preservation of relics of more than usual historical importance.

In 1865 Charles P. Chouteau, Jr., then the principal owner of the American Fur Company, at a conference in Washington sold all the interest of the Company on the Upper Missouri River, including forts, supplies, Indian blankets, trinkets and beads, to J. B. Hubbell, who had been engaged in fur trading for a number of years in association with A. F. Hawley. Fort Pierre and Fort Union, opposite the mouth of the Yellowstone River in Montana, were embraced in the transfer.

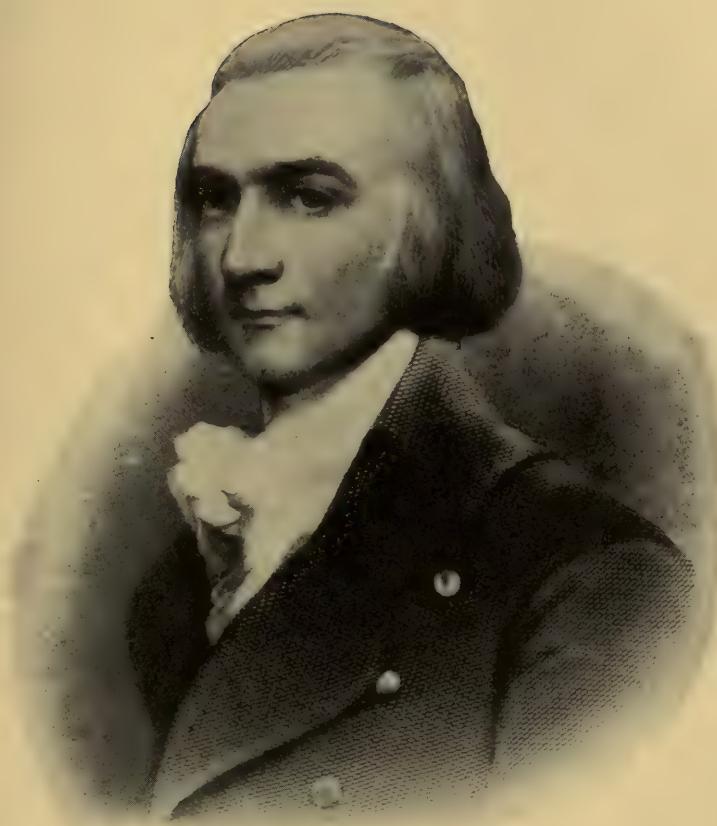
Several capitalists at once offered to join Mr. Hubbell in his new enterprise, among them being C. Francis Bates, of New York, and J. A. Smith, of Chicago, both of whom were successful fur traders; their offers were accepted, and the Northwestern Fur Company was promptly organized, the members being J. B. Hubbell, J. A. Smith, C. F. Bates and A. F. Hawley. The company owned one steamboat and chartered others, and had a large trade with several Indian tribes, and also with miners, buying raw furs, buffalo robes—upwards of twenty thousand in a season—and gold dust. Mr. Hubbell managed the affairs of the company in the Indian country until it was discontinued in 1872.

## John Jacob Astor

John Jacob Astor was born at Waldorf, Baden, July 17, 1763; at the age of seventeen he went to London and was employed in his brother's piano factory at little more than a living wage in those days of low-cost commodities. In November, 1783, he sailed for the United States, and arrived in the Chesapeake in January, 1784; for nearly two months the vessel remained icebound in the bay, and did not complete the voyage to Baltimore until March 10. While detained on the vessel Mr. Astor became acquainted with a fur dealer who gave him considerable information regarding the fur business, particularly the large profits to be realized in trading with Indians, from whom beaver, otter, mink, and other more or less precious peltries could be procured in exchange for gewgaws of little worth.

After a brief stay in Baltimore, Mr. Astor went to New York, and in the summer of 1784 secured employment with a furrier, and being industrious and faithful made rapid advancement in the knowledge of furs and American business methods; two years later, though having very little capital, he "set up" in the raw fur business on his own account, and at once began dealing with the Seneca, Oneida and other Indians, carefully following the instruction he had received while in the grip of the ice king in Chesapeake Bay. The well-handled skins purchased from the Indians were obtained upon favorable terms—a sure profit of several hundred per cent.; if supply and demand at that period had been

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John Jacob Astor



as great as at the present time, a man of means could have made a fortune "beyond the dreams of avarice" in a single year.

Mr. Astor took his first completed collection of peltries to London, quickly disposed of the entire lot at large net returns, and with the proceeds bought English goods suitable for the New York market, brough them home and sold them to advantage—making both ways.

In 1800 he made his first shipment of furs to China in his own vessel, clearing \$55,000 on the venture—supplemented by approximately equal gains on the cargo of tea and silks brought to America on the return voyage.

Times have wondrously changed; the period of large profits and low cost of living has been superseded by the reverse conditions, small profits and high cost of living—it is about time for a return voyage.

Mr. Astor conducted a successful business with China for seventeen years, taking to Ah Sin full cargoes of American furs of "very highest rating," and bringing back tea, silk and curios; he carried thither in a single vessel more sea otter skins than can now be procured in the whole world.

In 1795 Mr. Astor entered the field in competition with the Mackinaw Fur Company in the Northwest and along the great lakes, but failed to achieve his purpose, as the concern was too strongly established in its chosen territory. In 1809 he incorporated the American Fur Company, under the laws of the State of New York, with one million dollars capital, and somewhat less than two years later bought out the Mackinaw Fur Company

and consolidated it with the American Fur Company, under title, *The Southwest Company*.

In June, 1810, Mr. Astor organized the Pacific Fur Company, in which he took an active interest; as arranged, he was to own one-half of the capital stock, and manage the business at the New York end, and his associates—Alexander Mackay, Duncan MacDougal, Wilson P. Hunt and Donald MacKenzie—were to hold the other fifty per cent. of the stock and conduct the enterprise in the field; the company extended its operations to Oregon, experiencing in alternation both success and failure. The concern persevered and finally succeeded in establishing the settlement of Astoria, but failed to make it a great and enduring fur center.

Those to whom the history of the race is a closed book are wont to regard the present as an age of sordid commercialism, but the annals show that the “love of money” has been “a root of evil” onward from the moment when it first became a medium of exchange. Achan sacrificed his own life and the lives of his sons and daughters for “two hundred shekels of silver and a wedge of gold;” and in all the succeeding years men have repeated his folly, conclusively proving that penal statutes do not make for righteousness. In every generation there have been men who have sold themselves and their friends and those accounted enemies for a few “pieces of silver,” but never more definitely than in the early days of the fur trade of North America, when the “gunmen,” incited and employed to pillage and burn and kill, were copper-hued savages and conscienceless, greedy pale faces; and the men “higher up,” who “cared for none of these things,” were soulless cor-

porate bodies wholly intent upon obtaining a complete monopoly of the fur trade.

Though in dealing with the Indians and whites Mr. Astor bartered and bought peltries at valuations certain to yield large profits, he seems to have been among the first to realize that no individual dealer or association, however rich, could possibly garner all the skins annually collected in the country. When he first contemplated extending his trade to the Columbia River, and the establishment of Astoria, he realized the fact that he would meet with very keen and even savage competition, for at that time the Northwest Company, a strong Canadian organization, was operating along the coast and in the interior a hundred miles or so northward of the territory he desired to occupy; he considered the matter for many months, and finally invited officers of the Northwest Company to meet him, and fairly and fully explained his purpose, and then proposed that the Northwest Company continue to make collections in the vast section in which it was then engaged, and that he would conduct his operations to the southward, neither conflicting with the other. The proposition, after considerable debate, was rejected by the representatives of the Canadian concern, who then returned home and at once prepared plans for extending their stations to the Columbia River, in order to preempt the territory, and so make it practically impossible for Mr. Astor to subsequently effect a settlement in the section.

Mr. Astor was not easily turned aside from a project upon which he had set his heart, and consequently he quickly organized an expedition, hurried it forward across the country and arrived at the Columbia first; it was a victory of nerve and will, a triumph that in the

end cost many lives, for disappointed greed did not rest until the Astoria venture was blotted out—swept away in the bitter war of 1812, the American government not having sufficient military power to defend it. A few years later murderous monopoly was hurled across the northern border never to return; though Astoria was recovered in this conflict, it was not again used as a fur trading post.

Mr. Astor retired from the fur trade in 1822 to devote his time to his real estate interests—the greater source of his wealth. He died in March, 1848.

Mr. Astor was succeeded in the fur business by John C. Halsey, who shortly afterward received into his employ Curtis M. Lampson, a wide-awake Vermonter, who a little later was sent to London to represent Halsey's successors, the American Fur Company.

C. M. Lampson remained in London, became an English subject, and eventually a baronet, and in due course head of the greatest public fur sales in history—great, equally, in magnitude and reliability.

#### “FORTS.”

Astor trading posts, of which a large number was established at various distances from the Missouri, were uniform in plan and construction; a description of one will therefore suffice.

The post, or stockade, quite generally called a fort, occupied an acre of ground, a square of two hundred feet, or a city block, enclosed by trunks of trees cut into twelve foot lengths and set upright in the ground close together all around the plot; at two diagonally opposite corners within the enclosure blockhouses, twelve feet

square by twenty feet high, were built of logs, small openings being left in the sides of the upper story for observation and the use of the gunners in cases of attack by hostile Indians. A double gate, in one of which a small door was set, constituted the only entrance to the enclosure; a trading house, at which Indians delivered peltries and received payment, was just within the entrance; small dwelling houses, built of logs, were erected at intervals throughout the enclosure. Indians brought in raw furs of all kinds, and buffalo hides at the posts in the "buffalo country," and accepted in return, colored cloths, blankets, knives, axes, and sundry trinkets.



## **State of Franklin**

In 1785 a part of the present State of Tennessee, owing to dissatisfaction on the part of the people with official acts, was organized as a separate state, known as Franklin; four years later the General Assembly of the State of Franklin enacted into law the following regarding official salaries to date from January 1, 1790:

Governor, one thousand deer skins per annum.

Chief Justice, five hundred deer skins per annum.

State Treasurer, four hundred and fifty raccoon skins.

Clerk of House of Commons, two hundred raccoon skins per annum.

Clerk of Each County, three hundred beaver skins per annum.

Justices, for signing warrants, one muskrat skin for each warrant signed.

Constable, for serving warrant, one mink skin.

Members of Assembly, three raccoon skins for each day of session.

Secretary to the Governor, five hundred raccoon skins per annum.

The State was separated from Tennessee only for a few years.

## **Oregon**

Fort McLeod, which was located well within the border of the territory, was the first settlement in Oregon laying claim to being more than a mere trading post; it was established in 1805 by the Northwest Company of Canada, and was the center of a lively fur

trade for a number of years. It was visited by many Canadian voyagers and efficient Indian hunters, and proved to be a profitable investment for the company.

The earliest settlement in the Columbia Valley was Fort Henry, named after a successful trader; it was built on Snake River in 1809 by an agent of the Missouri Fur Company, of St. Louis. Operations were conducted at Fort Henry for only two years; it was considered to be too far from the home post. From 1809 to 1812 several similar forts were set up from the Columbia River northward into Canada; some of them were maintained for a number of years, but a majority of them were abandoned as unprofitable.

The Pacific Fur Company was organized by John Jacob Astor, Alexander MacKay, Duncan MacDougal, Alexander MacKenzie, David MacKenzie and Wilson P. Hunt, the final agreements being signed January 23, 1810.

Ramsey Crooks, a Scotchman of highest integrity, was employed by Mr. Hunt in 1809 to accompany an expedition to Oregon; he had formerly been with the Northwest Company, and in that connection had acquired valuable knowledge of the country and the best methods of dealing with the natives.

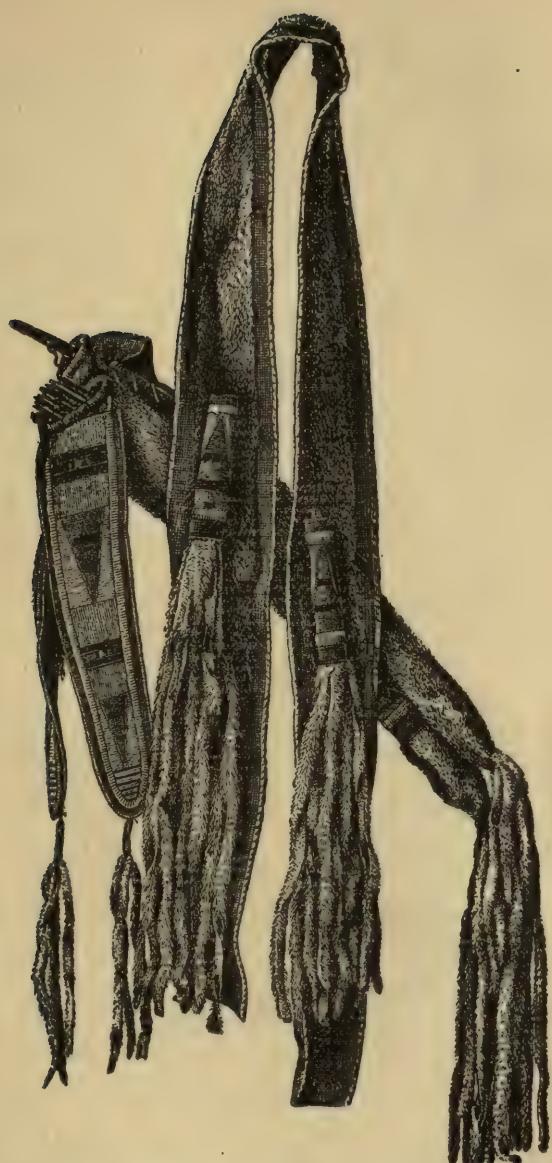
Mr. Crooks was somewhat later made a partner in the Pacific Fur Company, and was one of its most useful and faithful members. Following the passing of the Pacific Fur Company, 1812, Mr. Crooks was admitted into the American Fur Company, and ultimately became its president.



## ORIGINAL FUR TRADERS

Indians were the first and only "out and out" fur traders in America—strictly American fur traders handling American furs exclusively. How many hundreds of years, or thousands of moons ago the red men began trapping and hunting fur-bearers ranging from the Gulf of Mexico to Hudson's Bay history saith not, and as no one even presumes to know, it is one of the few matters of time regarding which there is happily no ground for learned controversy—though a few savants, whom for lack of evidence none may convincingly contradict, profess to believe that before the Indian was spontaneously emerged from nox, or nix, cave men, cliff dwellers, and intelligent predecessors of both, inhabited America and were monarchs of all they surveyed; by which we do well in understanding that they took all they could lay their eyes and hands on when no one else was looking.

Those prehistoric monarchs are all gone—they probably raced to extinction in company with the prehistoric monkeys which thoughtlessly permitted them-



NEZ PERCE BOW AND ARROW CASE  
Smithsonian Report 1893

selves to be evolved into beings human—but the Indian remains, and his priority as an American fur trader may be disputed only by the idle rich who can afford to wantonly waste time.

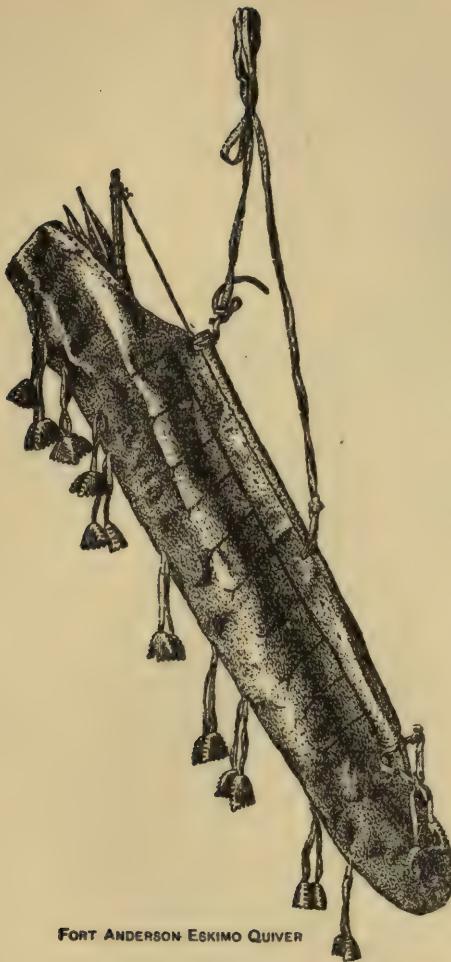
For unnumbered years Indians traded with each other; traded furs for bows, arrows, tomahaws, feathers, useful things, according to their needs and ability or inability to supply them; and they would be living and exchanging things in the same happy way unto this day, if the progressive white man had not invaded their land and impressed—probably imposed is the better word—upon them his marvelous civilization—liquid fire, deadly guns, and a business code which Captain Kydd might have studied with great personal profit.

The Indians were good judges of fur, but they were as ignorant of fur values as some consumers of the present period; this simple statement of fact will suffice to show how easy it was to trade with the Indians—to exchange a nickel's worth of red glass beads, or even blue ones, for a fifty dollar raw fox skin, or any other pelt.

. It was a raw fur trade for poor Lo.

Indians greatly appreciated furs as articles of utility, and many of the skins secured by them in traps or with bow and arrow, were used in making clothing, couches, coverings for wigwams, and other articles adapted to their simple needs. Many of their arrow cases, made wholly of fur, were artistic and attractive, and were proudly carried by their owners at all times.

The accompanying illustrations shows a bow and arrow case and bandolier, one wholly of otter skin, fur-side out, ornamented with fringe of the same fine fur.



FORT ANDERSON ESKIMO QUIVER

### ESKIMO QUIVER

This model, there are other styles, is made of dressed deerskin, and is provided with a hood—the Eskimo understands the importance of keeping his powder dry. The ornaments suspended along the outer or longer edge consists of the false hoofs of the deer attached to short thongs of buckskin.



## **NEW YORK**

New York City, in the beginning known as Nieuw Amsterdam, is the oldest fur market on the continent, and the greatest. It is the only fur center surviving the era of the tomahawk that was not originally established solely as a crude trading post, or named after a saint to impart character, or a sinner as a memorial to his financial rating. New York, under its primitive title, was founded to become a home-land, was settled by men of steady habits, and was named after a flourishing foreign city in the expectation that it would in time be as great and renowned as the older municipality—and it is, many times over.

The fur trade did not put New York on the map, though fur trading was indulged by the first settlers, the Dutch, very soon after they had landed and built houses and planted gardens, as early as 1624; when the Hollanders gave place to the English, 1664, the name of the growing city was changed to New York and fur

trading continued, but was incidental to empire building; in the following century the English were constrained to move out, and American freemen rode in, and under their rule New York has become in every particular the greatest city of North America, and incidentally the fur trade has grown with it to proportions unapproached by any other market in the world; and it now impressively touches, as no other market does, either to supply or draw from, every mapped and uncharted section of the globe where fur-bearers abound and furriers flourish.

In New York at the present time there are more than two hundred and seventy fur merchants—firms dealing in raw, dressed and dyed fur skins—about nine times the number similarly engaged in the next largest American center.

The number of fur manufacturers in New York City, exclusive of makers of fur caps, robes and heads, totals 1,075; Chicago ranks next, with 168; Philadelphia is third, with 101; Boston is next, with 60; the other cities that "count" are: Milwaukee, 36; Detroit, 28; Baltimore, 27; Cleveland, 24; Buffalo, 23; San Francisco, 20, and Seattle, 13.

It may seem to be somewhat peculiar to some readers, though it is a matter of record, that the fur business has invariably been good in years when the stock market has shown a strong upward trend—reversed 1917.

There was a time, not very remote, when the temperature was the important factor in determining the volume of a season's business; in recent years Fashion is supreme mistress in the matter, but her reign could

not be so universally maintained were it not true that furs constitute the most attractive components of effective apparel the world over.

In 1856 the consumption of manufactured furs in New York reached a valuation of \$1,200,000; the more moderate cost skins were chiefly used at that time; muskrat sets ranging from twenty-five to thirty-five dollars were quite popular; the fur was then sold as French mink, marsh marten, brook mink, and under other names, some of which still cling to the article. In 1866, after the war, a demand for better furs developed, including Russian sable sets costing from three hundred to fifteen hundred dollars; fine Eastern mink sets selling up to two hundred dollars, stone marten from one hundred to one hundred and fifty dollars a set, and other peltries of better quality than had previously been in general request.

The trade to-day aggregates several million dollars per annum, and requires for its development fur skins of every description collected from all parts of creation.

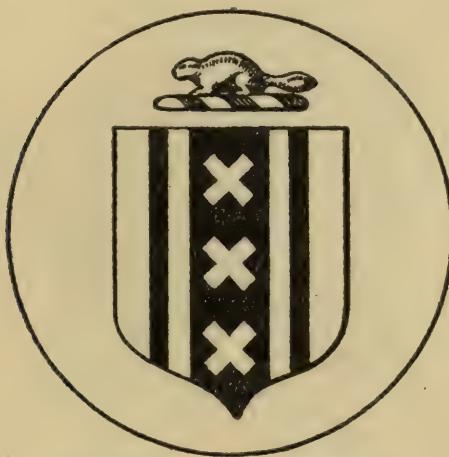
Wholesale fur manufacturers of New York send their productions to every part of the United States to meet the requirements of retailers, department and specialty stores, and the consumption shows a steady annual increase.

This is concise, unadorned history, not a flourish of trumpets—multiplied words would not add to the impressiveness of the facts.



## SEALS OF NEW YORK

Change has been the order in the procession of the ages, and nothing small or great has been immune to its influence; its march began prior to the advent of man upon *terra firma*, and has never ceased. When the Dutch per force of circumstances moved out of, and the English entered upon the possession of Manhattan Island, the name of the developing city at the southern extremity of the island was changed from Nieuw Amsterdam to New York to emphasize the change in rulership. This change necessitated another, the designing of an appropriate official seal for the City of New York; in 1653 the seal here shown was adopted. It consisted



FIRST SEAL OF NEW YORK

of a flag with three crosses on the center stripe, and above the flag the figure of a beaver, an animal prized

by the Dutch on account of its ready conversion into the coin of the realm, and honored by the English as the native fur-bearer most pleasingly characteristic of the territory and the period.

As time progressed constantly increasing attention was devoted to raising grain, and multiplied windmills were turned to profitable account in grinding whole wheat flour—another precious product seriously affected for the worse by refining change. In due course many barrels of flour were exported from New York, flour and beaver pelts going abroad in the same ship, the former gradually and steadily leading in importance. This export trade led to another change, the production in 1686 of a new seal for the city, as here portrayed.



SECOND SEAL OF NEW YORK

The flag was superceded by a shield upon which was drawn two barrels, symbols of barrels of flour, the

sails of a windmill, the miller's engine of that day, two beavers, and a white man and an Indian; it was the purpose of the latter to evidence the friendly relations existing between the two races—the pale-faced miller, and red-visaged beaver catcher. The design was topped with a crown—symbol of the over-ruling kingdom.

This new seal endured for a while, and was then changed struck by the vigorous American Revolution, which sent the crown hurling, and mounted in its stead a glorious eagle, which has proved to be a long lived bird of freedom.



THIRD SEAL OF NEW YORK

Imposing the eagle, which fearlessly mounts to heights unknown, in place of the crown, emblem of an unstable crown, was the only change made in the seal

to mark the passing of an autocracy, and the beginning of a triumphing republic.

Change in its restless march has swept the beaver, the windmill and the Indian westward, and to the confines of oblivion; but New York, though wondrously changed, remains, and has become the most populous city on the North American continent, and has attained that glory because millions of men, men of every name and color, have sought and found desired liberty and peace in a change from monarchy to democracy.

### CREDIT ASSOCIATION

The Fur Merchants' Credit Association of the City of New York was incorporated January 25, 1898; the members at that time were: G. Gaudig & Blum, Joseph Steiner & Brothers, Leopold Weil & Brothers, Joseph Ullmann, Bach, Becker & Company, J. & L. Mautner, Eisenbach Brothers & Company, E. J. King's Sons, Thorer & Praetorius, F. N. Monjo, Akiba Weinberg, Otto Erler, Mayers & Tigner, Theodore Apfel and Edgar Lehman.

Charles Myers, actuary.

The Association has continuously wrought wisely and effectually in improving the general conditions and moral status of the fur business in America; the increased membership evidences the value and importance of the results accomplished, and clearly reveals the fact, that in the opinion of all in interest, the association has become indispensable.

Mr. Richard S. Otto, a man of recognized ability, efficiently serves the Association as actuary.



## RAW FUR MERCHANTS' ASSOCIATION

The Raw Fur Merchants' Association of the City of New York, one of the most important organizations ever called into virile life in the trade, was organized in 1914, and later in the year was duly incorporated under the laws of the State of New York. At a meeting of the Association held June 9, 1914, the first board of directors was chosen, embracing: O. Godfrey Becker, A. E. Prouty, F. N. Monjo, Charles Bayer and Adolph Wiener. The officers subsequently unanimously elected were: O. Godfrey Becker, president; A. E. Prouty, vice-president; Paul Belden, secretary; David Steiner, treasurer.

The Association was formed upon broad principles essential to the maintenance and prosperity of the fundamental branch of the fur trade; the purposes set forth included the conservation of the interests of every one, the least as well as the greatest, engaged in any way in handling raw furs; to exalt the business to the highest attainable standard in public estimation; eliminate sundry evils in methods and competition which had in the course of the years crept into the trade as they insidiously invade every important branch of industry;

and to take concerted, helpful and reformatory cognizance of all conditions in any wise affecting the business locally or at large.

The influence of the Association has been good and uniformly beneficial, affirming the wisdom of calling it into being, and fully warranting its great value as a permanent institution.

It was born in troublous times; fought its way into existence in conflict with a host of doubts, and fears, and chilling discouragements, and worse, the too evident prospect that individual merchants, standing alone, each a law unto himself, would sooner or later—not much later—be swirled into deep waters by antagonisms within and conscienceless methods in outlying fields.

In unity strength has been developed—the strength always existed, and only needed to be merged to become mighty—harmony has succeeded discord; perverse conditions have given place to progressive methods; what was good has been retained and merged into that which is better, and each successive step is toward the attainment of the best.

Application for membership, at the meeting of organization, was signed by the following firms: Jos. Steiner & Brothers, Becker Brothers & Company, Bayer Brothers, H. A. Schoenen, M. F. Pfaelzer & Company, Milton Schreiber, Joseph Ullmann, George I. Fox, F. N. Monjo, James S. Hanson, L. Briefner & Sons, David Blustein & Brother, Leopold Gassner, L. Rabinowitz, Marquis Fur Company, Harry Levy, Max Wulfsohn, J. L. Prouty's Sons, L. A. Rubenstein Company, M. Sayer & Company, Struck & Bossak, Inc., Samuel Lewis.



## ASSOCIATED FUR MANUFACTURERS, INC.

Under the above title a large number of influential fur manufacturers of New York City organized in August-September, 1911, and incorporated in 1912, for purposes herein set forth in detail; the first business meeting of the completed organization was held in January, 1912, and the following officers and directors were elected: Max Thorn, president; Alexander Heilbroner, first vice-president; Leo D. Greenfield, second vice-president; William Ames, third vice-president; Frederick Kaufman, secretary; Nathan Sobel, treasurer. Directors: William Ames, Herman Baehr, Frederick Kaufman, Adolph Engel, Nathal Sobel, S. N. Samuels, Max Thorn, L. M. Borden, Alexander Heilbroner, Max Cohen, Leo D. Greenfield, Frederick P. Kamholz, S. J. Manne, Hugo Jaeckel, Jr.

The purposes of the Association are:

To foster trade and commerce and promote the interests of those individuals, firms and corporations who are engaged in the manufacture of furs and skins and the sale of goods made therefrom.

To co-operate for the improvement of all conditions

relating to such industries; to regulate and correct abuses relative thereto, and to secure and maintain freedom from unjust and unlawful exactions.

To secure, preserve, diffuse and interchange accurate and reliable information valuable to the members and to establish uniformity and certainty in the customs and usages of trade, and

Generally to promote the interests of those engaged in such business and establish and promote a more enlarged and friendly intercourse among them and to do such other and further acts and things relating thereto, as may be found necessary or convenient so far as the same are permitted by the laws of the State of New York to corporations similarly organized.

The purposes of the organization have been carefully and consistently carried into effect with very great advantage to the entire membership; conditions unfavorably affecting the trade locally and at large have been wisely changed and definitely corrected; and methods which threatened the stability of the fur business have been supplanted by proper mercantile principles of action—results which could not have been achieved other than by the united efforts of the firms in interest.

A Credit Bureau, efficiently conducted in connection with the work of the Association has been in successful operation for some time past; its usefulness may be measurably gauged by the fact that some eighteen thousand reports were sent out in 1916.



## BOARD OF TRADE OF THE FUR INDUSTRY

In order to effectually harmonize the interests of firms and individuals engaged in the various branches of the business, the Board of Trade of the Fur Industry was organized March 3, 1914; the officers chosen at that time were: Samuel Ullmann, chairman; Alexander Heilbroner, vice-chairman; I. Harold Stern, secretary; Edward M. Spear, treasurer.

The Board of Trade of the Fur Industry consists of the following organizations: Fur Merchants' Credit Association of the City of New York, Associated Fur Manufacturers, Inc., Fur Dressers' and Fur Dyers' Association, Inc., Raw Fur Merchants' Association of the City of New York, Inc.

Each of these organizations may be represented at a meeting of the Board by five delegates, thus insuring perfectly just action relative to the interests of the respective branches.

It is, among other things of moment, the purpose of the Board of Trade to foster mercantile interests, develop more effective co-operation among the existing associations, reform abuses, settle terms and differences, and equitably adjust all matters pertaining to the welfare of the various branches of the fur industry.

## NEW YORK FUR AUCTION SALES CORPORATION

The vicious war in Europe beginning in August, 1914, involving all the continental powers and into which England was soon drawn, began within twelve weeks of the active opening of the American raw fur season of that year; the immediate commercial effect was the blotting out of the London Public Fur Sales as by fire; all foreign markets were closed as instantaneously and effectually as though depopulated by a devastating earthquake; the American trade was stunned, prices on raw furs declined sharply, trapping was discouraged, and widespread disaster, which none cared to estimate, was regarded as inevitable.

Fear centered in the prospect of a collection of skins far in excess of possible domestic consumption; and as in the circumstances no standard of values existed, no one knew the amount that should or could be paid for peltries in the new season's catch so as to avoid incurring a minimum loss, which all considered certain, on surplus supplies.

Low quotations and advices to trappers to restrict their operations resulted in modifying the collection to some extent; and as the days sped by American pluck and competition characteristic of the raw fur trade revived somewhat, and the catch of fur was taken up. Near the close of the trapping season, April 1, fashion leaders announced that furs, particularly neckwear, were to be worn during the summer of 1915; this new fad rapidly spread over the entire country, and afforded material relief to the trade, as many thousands of skins were worked up in meeting this unexpected demand.

Raw fur merchants were somewhat heartened, but the more thoughtful among them realized that the custom of wearing furs all the year round could not reasonably be expected to endure, and that some sound method of determining values, which were "all at sea," must be devised; the problem was studied in all its phases, and before the collection season of 1915 opened it was wisely decided to offer skins of the new season's catch in quantity at public sale, open to interested merchants from all parts of the world, for the double purpose of ascertaining the possible volume of consumption, and establishing a uniform standard of values. To carry the matured plans into effect that New York Fur Sales Corporation was organized in November, 1915, and in due course was incorporated under the laws of the State of New York with one million dollars capital, with full authority to receive furs from any part of the world and sell the same at auction in New York City, the logical fur center.

All necessary arrangements were duly perfected, and the first public sale was held in the Metropolis in January, 1916; the offerings included all classes of American raw furs in large lots; the attendance of buyers was unprecedented in number and purchasing power, and prices much above expectations were realized. The sale, considered from every standpoint, was a veritable triumph; the succeeding auction in March duplicated the remarkable record.

The New York Fur Sales Corporation, with the support of public spirited fur merchants and manufacturers, not only revived but definitely made the fur trade of America what it is to-day—in everything, the really worth while, is not what was, but what is.



"FRESH WATER POND," NEAR CENTER STREET, NEW YORK CITY,  
WHEN MANHATTAN ISLAND WAS DISCOVERED  
*From an Old Print*

## FOREIGN TRADE

Foreign trade at the port of New York for the fiscal year ending June 30, 1915, reached the aggregate value of \$2,255,672,244, and for the year ending June 30, 1916, the total was \$3,805,882,189. The foreign trade of all other ports of the United States for the above period, 1916, was \$3,432,639,554—these figures show that New York City's share of the foreign commerce of the United States was 52.57 per cent. of the total.

The foreign trade of the entire country for year ending June 30, 1917, was \$8,953,000,000, divided as follows: exports, \$6,294,000; imports, \$2,659,000,000.

## Patriotic

At the largely attended public sale of raw furs held by the New York Fur Auction Sales Corporation, beginning March 27, 1917, President Charles S. Porter presented the following resolution, which was adopted by a rising vote:

"Whereas, a critical situation now exists in the international affairs of our nation.

"And Whereas, preparations are now under way for the mustering, enlisting and mobilizing of troops and naval forces,

"Be It Hereby Resolved in this international crisis that we, the members of the fur industry, assembled from all parts of the United States, at the New York Fur Auction Sales, pledge our moral, physical and financial support in behalf of our beloved country;

"That we publicly declare our loyalty to our nation, support to our President, and confidence in our Congress;

"That we stand ready to make any and all sacrifices necessary to uphold our national honor;

"That never should the sacred principles upon which our Government is founded, be undermined;

"That we pledge allegiance to our flag and to the republic for which it stands, one nation indivisible, with liberty and justice for all."

The fur merchants and furriers of the Metropolis are not only patriotic but liberal; their contribution in cash to the Red Cross Fund in July, 1917, reached the gratifying total of \$16,767.50.



## New Orleans

New Orleans, the principal city of Louisiana, was founded by French explorers and traders in 1718, at which time cotton, sugar and rice, products later centering at New Orleans in vast quantities, were not even dreamed of in connection with the locality; the early settlers were chiefly concerned in collecting and shipping raw furs which were readily obtainable in large lots in the surrounding woods and bayous. Otter, bear, raccoon, muskrat and other fur-bearers, though not of the best grade, were important in point of numbers, and aggregate value.

In 1762 an association of merchants was organized under the leadership of Laclede, to prosecute the fur trade systematically along the Missouri River and its branches, and from that date the raw fur business of New Orleans steadily increased in magnitude, and became a profitable branch of trade.

New Orleans was purchased by the United States in 1803, and since that time trapping has been quite general in the territory. Muskrats are particularly abundant in the bayous, creeks and along the levees, and in recent years the catch has reached a total of many thousands of skins; the Louisiana muskrat is smaller and thinner in fur than specimens caught farther north, but they have their uses and all are marketed.

Large collections of peltries are received at New Orleans from Texas, Alabama and other States as well as Louisiana, and it is now a busy fur market—it is an interesting fact that there are more raw fur merchants in New Orleans to-day than at any time prior to 1915.

## Competition

It is an impressive fact that in the beginning of the fur trade in America competition was rank, viciously so; in their conflict with savage natives, upon whose trapping grounds they intruded, many white men became the greater savages. Some of the trappers stealthily appropriated the fur found in the traps of their fellow craftsmen, and brazenly despoiled the traps and snares of the Indians; there were white trappers who directed others away from good trapping grounds, though many square miles in extent; others deliberately lied to inquirers desiring to be shown the way to a nearby trading post, sending them off upon an opposite course in the hope that they with their packs of fur would become lost in the forest, and thus reduce the volume, and correspondingly augment the value of their own collection; a few there were who wantonly murdered their more successful rivals, and in instances their immediate trapping partners, in order to rob the former or avoid the necessity of dividing the catch with the latter.

Methods pursued by individual trappers, or groups of two or three working together, soon changed the Indians from simple minded co-operators to bitter enemies, and trapping became a dangerous occupation.

Instead of meeting the issue by curbing the vicious greed of the white men, and treating the Indians justly, the remedy was sought in combination, and parties of twenty to fifty were organized to hunt and trap together upon shares; the plan proved somewhat safer than operating singly, in pairs or trios; but the skillful and industrious trappers soon wearied of dividing the spoils

of the catch with indolent associates, and one by one they resumed their independence.

Traders adopted the same policy, organization. They assumed that by combining their mediums of exchange—beads, little mirrors, cheap knives and tinsel trinkets—they would be financially able by fair means or otherwise, especially otherwise, to drive individual traders out of the field, and so secure all the fur caught in a particular section at their own figures, and in due course all the fur procured in all sections, that is, obtain a complete monopoly of the trade—buy up hundreds of thousands of beaver skins at the rate of ten cents worth of glass beads for each five dollar beaver pelt, and other skins at the same ratio. It was a good scheme if it would work—it was a good scheme if it wouldn't work—viewed simply as a scheme it was considered flawless, and was adopted without amendment; in some cases and places it worked, was decidedly industrious for a while; but the great success achieved, instead of crushing competition created it; one association after another was formed, the last being stronger in men and means than those preceding it, and no one knows how much worse, for through all trickery, thievery and blood shed ran riot—it was more than Greek meeting Greek, dog eating dog, or the duel of kilkenny cats; it was all these in simultaneous action. The conflict ended in the quietus of monopoly, not as a pernicious method, oh no! but because of the annihilation of the would-be monopolists.

Competition lived on, though but little less destructive, or more worthy to exist; in the passing years competition has been rationally modified, and in the still

wiser ways of not far distant days will, we believe, wholly give place to helpful co-operation.

The first effort to regulate competition, and check the increasing tendency of individual traders to outbid each other for all offered lots of fur, found expression in a request to trappers to carry their collections to named posts, convenient points in the wilderness and other places, on set dates, the goods to be sold or bartered on the same day; the plan gave each trapper an equal chance in selling, and all traders an opportunity to buy on the same terms; the arrangement was too much like real business to endure, as each trapper believed he could do better for himself if he brought his collection to market when no other trappers were present, as under that condition all the local dealers would contend for it; and each trader was sure that if unnoticed he wandered afield and met the trapper alone—"saw him first"—he could secure the fur at his own price.

Competition has always been keen, and at times actually cutting; recourse has been had in the passing years to trick and device by dealers ambitious to mount to the top; but true and enduring success has been achieved only by fair means and correct methods.

### SPECULATION

Speculation has been the animating spirit of the fur business in America from the beginning, and it has been of every shade through white to black—rational, consistent, simple, foolish and rank. The fur trader, wherever and whenever operating, has ever been ready to "take a chance," a moderate, desperate or despicable chance according to his trend or training; in the early

years of the business the chance seems to have been a "sure thing," and it was as regards the extremes—cost to the trader and the price at which he sold, if he lived to complete the transaction.

The early trader, however, had his own troubles, and unavoidably took some rather long chances—an unscrupulous partner might carry off all unguarded peltries in a night; there was the possibility of meeting bands of hostile Indians from whom he could escape only by abandoning his goods; his entire collection of precious furs, very generally transported along rivers, was liable to be swept away by freshets; or he might lose his way in the wilderness and perish of starvation—all these, and many more, are chances actually run and experienced. Conditions continuously change with the flight of time; to-day, steamboat, railway and express companies speedily transfer raw furs from nearby and remote trapping grounds to the warehouse of the fur merchant—but he still takes a chance on every lot he buys, and all he sells other than for cash.

Unseasonable weather may adversely affect business, lessen demand, and cause a marked depreciation in values; fashion may change and result in a strong advance or a disastrous decline in price before the goods pass to the possession of the next buyer; furs costing fifty thousand dollars, if sent to the public sales may net the shipper a profit of ten thousand dollars or the loss of a greater amount.

He buys on his own judgment, and believes it is good, but he never knows; he cannot tell how any lot of fur will work out until it is sold, "clear and clean," and even then a failure may occur and change an antici-

pated profit into a fifty per cent. loss. Collectors who spend many months in procuring by barter and purchase large lots of skins to be offered at Russian fairs, shippers who devote a few weeks or months to the collection of peltries to be sold to highest bidders at public sales, and fur merchants who purchase supplies of raw furs C. O. D. from trappers and small dealers—none of these buyers know a moment in advance of the completed transaction the amount that will be realized on their respective ventures.

If all these chances could be eliminated, the raw fur business would lose very much of its present interest for a majority of the traders, and all of its attraction to many.

The chance that always "looks good" constantly irradiates the eagerly awaited "next time." Speculation is indeed the animating spirit of the fur trade in all departments, beginning with the boy who enthusiastically hopes to catch a ten-dollar mink in a section never visited by an animal more valuable than a twenty-cent opossum; and running on to the would-be furrier who is ever ready to "take a chance" with inadequate capital, or credit granted by speculative creditors.

Some fur speculators are firm believers in luck; others take a chance anyway. Some years since one of



the first class was run down by a trolley car; he was taken up and carried to the police station, and in his card case the sergeant found ten specimens of four-leaved clover, kept as good luck emblems; when he came to an officer asked him if he did not see the approaching trolley car, and he mildly murmured: "No, sir; I was looking over my left shoulder at the new moon for good luck."

In March, 1896, Herman Liebes made a wager of five hundred dollars with P. M. Grunwaldt, of Paris, that the total fur seal catch for the year would be less than 7,500 Alaska, 10,000 Copper Island and 60,000 Northwest Coast skins. The catch for the year was as follows: Alaska, 30,000; Copper Island, 14,418; Northwest Coast, 55,000 skins. The wager embraced all three, so neither won.

Competition remains; the law of supply and demand may seem to govern market prices, but it does not dominate speculation. Organization, pooling of capital, and public sales here and there on fixed dates, are all again being tried out, and not a few entertain the fond hope that the almighty dollar multiplied to the seventh power will evolve monopoly. These are reminded that "history repeats itself," not in certain particulars only, but in detail. Monopoly in furs is unattainable; the forces that make for it are self destructive.



## Methods

Some of the long settled methods prevailing in the conduct of the fur business are peculiar.

Raw furs collected in practically all places of production are systematically forwarded to certain centers year after year, noticeably to general fairs in Russia, trading markets in China and London, to be bartered or exchanged for other commodities or cash; prior to 1914 considerable supplies of American, Russian and Asiatic furs were similarly sent to Leipzig, Germany, to be sold to visiting buyers from all consuming countries.

American, Russian and other furs forwarded to London public sales in years agone were quite regularly purchased by Leipzig houses and taken to the latter city to be sold to firms in New York, Moscow and other cities—sources of origin. Some of the skins purchased for Leipzig account were dressed and dyed at that place, and then sold to merchants in the countries from which the pelts were first sent roaming.

As a rule fur merchants operate more readily in a rising than in a declining market, as the initial increase in values, unless unreasonably sudden and extreme, is believed to pressage an advancing period. Manufacturers very often regard the matter differently—if values decline they confidently await still greater reductions; and if prices rather sharply rise at the first public sale of the year, they refrain from buying in the expressed hope that lower values will prevail later—delight and disappointment alternate as the years come and go.

The actual market value of most raw skins is a

matter of considerable uncertainty from the beginning of the season of collection to the instant of recording the final bid for each article, and even then, as various classes of skins are offered in many small lots of different quality, the average price, profit or loss, on the entire offering of the individual speculator, remain in doubt until laboriously computed.

The value thus ascertained only serves as a basis for new operations in the field until the close of the ensuing public sale, when higher or lower prices are in turn established.

Shippers, importers and manufacturers at times claim to possess important information respecting future supplies, values and fashions, but expectations built upon such assumptions, like other dreams, are realized about "once in a blue moon"; the fact is, no one can surely know any of these things as they persistently pertain to the impenetrable mysteries of the morrow, which can never be solved owing to the ceaseless rotation of Mother Earth.

The methods peculiar to the trade, prevailing for generations, have long been regarded as being quite as firmly established as the ancient laws of the Medes and Persian, which neither king nor court might alter under any conditions, but there are indications that essential and desirable changes in fur trade customs will be embraced among the startling surprises thronging the new era of peace succeeding the world's most wanton war.



TOTTIE IN FUR

## New London

Only those who have "gone down to the sea in ships," or a very small number of men who have had dealings with "old salts," are aware that for many decades New London, Connecticut, was a port of entry for sailing vessels laden in part with furs and skins from the far north, the North and South Pacific Oceans, Bering Sea and the icy waters around the Poles. The receipt of raw furs at New London dates from the early years of the eighteenth century, the time of the return voyage of the first whaling vessel that sailed from that place. New London was founded in 1644; it has one of the best harbors in the United States, and on account of that fact was chosen as their base by the first whalers, and so remained until increasing competition and a

greatly reduced catch seriously diminished profits. The fur part of the industry was at first incidental, the amount of fur secured on each voyage being dependent upon circumstances; when a whaling vessel in the course of its Arctic journey was caught in the ice and imprisoned for several months, members of the crew spent the days in hunting game, particularly reindeer and musk oxen, to supply the ship's larder with fresh meat; during these hunting expeditions over the great ice fields the sailors shot everything coming or brought within range of their guns, and in the course of the long winters captured a fair number of fine foxes, hair seals and a few polar bears; some years the ships wintered near an esquimau settlement, and larger supplies of peltries were obtained by barter.

In later years increased attention was given to the capture of fur seals, particularly by the Williams family, descendants of Roger Williams, who for several generations were large owners of whaling vessels. The latest member of the family so engaged was A. C. Williams, in succession to his father, grandfather and great grandfather. A. C. Williams operated a number of vessels in whaling and sealing from 1848 to 1895, and during that time his vessels landed many fur seal skins and sundry furs at New London. In instances some of his vessels were engaged in taking seals exclusively, the voyages extending to Cape of Good Hope, Sandwich-land, South Shetland and South Georgia Islands, and other points. Fur seals were practically exterminated on the South Shetland Islands in 1821-1825, none being found there by later visitors; in 1870-1877 Mr. Williams sent a vessel to the South Shetlands and in the course

of the six years secured about forty thousand seal skins, all of fine quality, and the last large lot of the Shetlands.

A vessel, sailing from another Connecticut port in 1888 returned with only thirty-nine skins; and one of Mr. Williams' ships returned the same season with sixty-nine skins, including skins of eleven pups, all that could be found.

New London continues to be the port of entry for whaling vessels returning now and then from the Arctic with cargoes of oil, baleen, ivory, polar bear and fox skins, but the catch of fur is never too large to be taken up without comment by a single buyer.

#### FLAG ON SEAL ISLANDS

Charles A. Williams, born in New London, Connecticut, 1829, was for many years actively engaged in the capture of whales and the collection of fine raw furs in Arctic regions. When the United States purchased Alaska in 1867 Mr. Williams very promptly sailed for Bering Sea in one of his whaling vessels, and preceded even the government in raising the American flag on St. Paul Island; in 1868 he made a rich capture of Alaska fur seal skins, and brought them safely to port.

Mr. Williams died January 1, 1890.



## Detroit

Detroit was settled by the French in 1701, and was an excellent fur trading center on account of its proximity to Canada, and the fact that the furs collected were of good quality. The settlement was taken by the English in 1763, and as the result of the Revolutionary War became American territory seventy-four years later. In the early days raw furs were received at Detroit in good supply, being brought forward by Indians, French trappers and traders, and in succession by English and American collectors; the furs were of excellent quality, were well handled, and the merchants at Detroit enjoyed a high reputation for ability and integrity—conditions which have continuously characterized that market.

Furs were shipped from Detroit to Montreal, Albany and New York; transactions at the present time embrace a very much larger field, both as regards receipts and shipments, covering the country and extending across the mighty deep.

Frederick Buhl conducted a successful wholesale fur and hat business in Detroit from 1833 to 1887, when he sold the business to his son, Walter Buhl.

Frederick Buhl was not only a progressive merchant, but was extremely public spirited. He was Mayor of Detroit in 1848; was for years president of the Fort Wayne & Elmwood Railway Company; director of the State Bank, Second National Bank, the Board of Trade and the Merchants Exchange.

Traugott Schmidt established in the raw fur business at Detroit in 1853 in a moderate way, and by

rigid honesty, and strictly fair dealing with all his shippers from least to greatest, steadily enlarged his business. His trade relations gradually extended to all parts of the United States and Canada, with constantly expanding exports to Europe. He enjoyed an enviable reputation for unqualified integrity, and his word was accepted without question, both at home and abroad. On December 1, 1889, he admitted his sons to the business, under style Traugott Schmidt & Sons; the business was then incorporated, the officers being: Traugott Schmidt, president; Carl E. Schmidt, secretary; Edward J. Schmidt, treasurer.

Mr. Traugott Schmidt died May 19, 1897, on the steamship "Trave," upon which he was returning to America from a visit to Bremen; he was sixty-seven years of age.

Mark Sloman engaged in the raw fur business at Detroit in 1876, and achieved marked success as the due reward of untiring industry, the highest order of business ability and fidelity. The house deals with trappers and collectors, from the least in volume to the greatest, receiving a great number of shipments in the season from every "nook and corner" of the United States and Canada, aggregating many thousands of dollars in value. They have for years maintained very important connections abroad, and their standing is of the highest in all foreign markets. They have occupied their own building, Congress Street, West, since January, 1910. Mark Sloman, founder of the house, died November 24, 1908. He was born June 11, 1833 at Schoensee, Prussia.

Henry A. Newland established in the fur busi-

ness at Detroit in 1880, and his house occupied a leading position, and a high reputation, for more than a quarter of a century; previously, from 1855 to 1880, Mr. Newland was a member of the firm of F. Buhl, Newland & Company.

Mr. Newland met his death in a railway collision at Bellevue, Michigan, on September 27, 1893.

Newton Annis, of Detroit, really grew up in the fur business, for during his school boy days he spent a considerable part of his vacation time in the fall of each year buying raw furs from trappers in Southern Michigan, and selling the goods to dealers in Detroit. When he left school he was engaged by Buhl, Newland & Company as a traveling fur buyer, and in 1883 was placed in charge of the fur manufacturing department of that house.

In 1887 he began manufacturing on his own account at wholesale, but in a small way; in 1902 he occupied an entire building, and employed more than three hundred operators, and had an important branch in New York.

Edwin S. George and Otto Hartmann, under style, Hartmann & George, engaged in business, succeeding De Steiger & George, manufacturing furriers.

On January 17, 1900, Edwin S. George purchased his partner's interest, and continued the business alone. In September of that year Mr. George bought the stock and good will of the fur business, dating from 1833, of Walter Buhl & Company. In January, 1901, Mr. George bought up a raw fur business in New York, which he retained until December, 1902.

In December, 1909, the Detroit business was in-

corporated, under style The House of George, the founder retiring to give his attention to other important interests.

F. H. Rollins succeeded to the business as Rollins Company, in 1915.

Theodore C. Mau, who for twelve years was foreman of the fur manufacturing department of Henry A. Newland & Company, Detroit, established on his own account in March 1899, and has since continued to rank as one of the leading furriers in that very beautiful and prosperous city.





St. Louis, Missouri, named by French traders in honor of Louis XV of France, was indicated on the maps as a small fur trading post in 1763 by Laclede, the leading member of an association of merchants organized at New Orleans a year earlier, and was made the headquarters for the receipt of collections to be sent down the river to New Orleans, or across to Lake Michigan and Mackinaw and thence over the lakes and up the St. Lawrence River to Quebec for shipment to London.

The site was chosen as a specially desirable location for conducting an extensive trade with the Indians, who carried upon their backs in packs the peltries secured at interior trapping grounds to convenient places along the rivers, and thence by canoes to St. Louis. There were many Indians in the vicinity, the surrounding unexplored wilds being generally known as the "Indian Country;" passing westward to near the Rocky Mountains, and southward to the Gulf of Mexico, the country was officially designated as "New France."

Owing to its many natural advantages in location the post rapidly increased in importance; hundreds of Indians, half-breeds and hardy voyageurs traced their way thither, and for several years it was their preferred trading station. Many of these sturdy, blustering fur hunters, trappers and traders made St. Louis their headquarters, their "home town," as it were, passing much of their time there, in fact, most of the days between trapping seasons; they spent their money or credits freely until the last penny was gone, and in instances until the catch yet to be made was heavily mortgaged; not a difficult matter when it is noted that whiskey cost them ten dollars a bottle, and powder a beaver skin or more per pound. Some latter day banqueters upon the same area have sipped champagne, supplied by their hosts, at a cost somewhere near three dollars a quart, and have considered themselves "great sports"—great, is a relative term.

The Indians, half-breeds, voyageurs and backwoodsmen who sojourned on off-duty days at St. Louis, wore the brightest togs they could afford, toted tomahawks and guns and vicious blades, swaggered up and down the by-ways as men of invincible valor born to be admired, and were proud and guileful as Lucifer.

Many of these doughty trappers, hunters and waterway wanderers, lingered at the Post long past the date when they should have been busy on their trap lines many miles distant in the wilderness; as the seasons succeeded one another these particular trappers lost much of their early interest in fur, and ceased

to hope that the success of the morrow would greatly surpass the realization of previous days—that a valuable beaver or a priceless black fox would be found imprisoned in traps set in marshes where only muskrat signs abounded; these voyageurs trapped for gain, not in the love of it, and therefore delayed their departure, when not earlier engaged, in the hope of being employed for the season by some individual or concern fitting out a trapping and hunting expedition at the "last moment." Independent traders, and more generally trading organizations, regularly raised small armies of men at St. Louis, and sent them out into the woods to hunt and trap from early autumn until mid-summer in the following year, the whites and half-breeds joining these armies were too proud to be hired to work or trap, but were quite willing to "enlist," though the terms of enlistment imposed the duty of serving under the absolute command of a leader—the salary paid to an enlisted man of the first class was three hundred dollars a year. Occasionally an army met with defeat, that is returned to camp at the end of the season with a catch of fur worth "next to nothing" as the result of encountering too much snow and ice, Indian troubles, or operating in territory which had been "trapped to death" the previous year; but the trader who kept at it for a little while usually retired with a robust roll, and thereafter dwelt in marble halls, while the trapper remained in the field to annually enlist, if lucky, at three hundred dollars for twelve months. Time has wrought many mighty changes, but to this day many traders and trappers

present no visible evidence of having felt its transforming touch.

It was not always an easy matter to induce some of the proudest white and half-breed hunters and trappers to enlist, particularly at an advance date; they held out, not so much for more pay as for recognition of their importance, and had to be urged, importuned, and in instances diplomatically influenced; and even at the last moment might whimsically throw up one engagement and disappear with another army, though gaining no personal advantage by the change. The Pacific Fur Company in 1809 enlisted part of its field force at St. Louis under the leadership of Wilson P. Hunt; the men engaged included Indian guides, voyageurs, and experienced half-breed trappers; some of these volunteers were easily engaged, and as readily deserted before the expedition was ready to move, and great difficulty was experienced in inducing others to replace them; offers of good pay, though the company was known to be perfectly trustworthy, had no effect; influence, tested to the limit, was of no avail; diplomacy finally won. The men wanted were passionately fond of finery, high colored clothes and particularly feathers. Primitive men, not a whit less than women, proudly donned showy or distinctive attire; and modern masculines delight in conspicuous decorations—note the feathered head-dress of North American Indian braves; tiger and leopard skins worn by African hunters; the gilded regalia affected by secret organizations; the feather burdened head gear of the Italian Carabineri; and medals covering every inch of the frontal anatomy of members of

Schutzenfest Societies. The man of today who mildly scoffs at the weakness of his aboriginal brother, wears a flower in the button hole of his coat quite unconscious that the habit is only a survival of the trait he abjures. Mr. Hunt had in his treasury a number of small ostrich plumes; one of these was given to a confidant, who was instructed to place it in his hat band and wear it upon the streets of the town continuously until every one in the place should see it. The effect measured up to Mr. Hunt's expectations; every hunter and trapper, white and half-breed, was eager to obtain one of the plumes, but was quietly informed that it was the emblem of the Pacific Fur Company and could be procured and worn only by men enlisted in the service of that organization; there was a rush to enlist, and Mr. Hunt quickly recruited his army, choosing the best hunters and trappers in the town. The day of the ostrich plume has passed, but human nature is still perceptibly what it was in 1809, with the exception that the dollar is now more potent than the plume; wanted furs are at present garnered with price lists in which a little "taffy" and very high quotations are shrewdly mingled. Beads and trinkets, were not wholly superceded as current funds at the Post until near the middle of the nineteenth century.

Wilson Price Hunt was an upright merchant and for a considerable period before becoming a member of the Pacific Fur Company, which operated farther west, had large dealings with the Indians at St. Louis, furnishing them with blankets and other necessary articles in exchange for peltries, which he shipped to New York.

Ramsey Crooks, a sturdy, honest, industrious Scotchman, who had been with the Northwest Company of Canada for some years withdrew at Mackinaw in August, 1809, and journied thence to St. Louis, where he arrived early in the following month and enlisted in the Pacific Fur Company, and soon became a partner.

The Missouri Fur Company was organized at St. Louis in 1807 with twelve members, Manuel Lisa being the chief partner; the concern received large collections of peltries from visiting Indians and backwoodsmen; and as trade increased it very considerably extended its operations, establishing trading posts along the Missouri River, and at numerous points in the interior, and westward as far as Oregon; the latter, however, were retained only for a short time. The Missouri Fur Company employed many hunters, trappers and voyageurs, and sent out some strong expeditions; the concern was aggressive, waged the sharpest kind of competition with other organizations, individual hunters and trappers, and by every method known to traders of the time sought to control the entire fur trade of the country; but like its predecessors failed to accomplish the impossible, just as their successors have failed and will fail to the end.

Joseph Miller, who was at St. Louis, joined the Pacific Fur Company in 1810, and in spite of the opposition of the Missouri Fur Company, succeeded in leading out a large expedition composed of the most proficient hunters and trappers in that section. One interpreter, who had served his year with the Missouri Fur Company, had a hard time getting away; he owed

the concern about three hundred dollars for personally imbibed whiskey at ten dollars per bottle, and a warrant was issued for his arrest to effect his detention, but the Pacific Fur Company settled the debt, a year's salary in advance, and the half-breed linguist was carried off in triumph. It is asserted that he "somehow" managed to speak half a dozen or more Indian dialects fluently—perhaps it should be written fluidly—while heavily laden with 1810 whiskey.

How he accomplished the feat is not explained; neither are we told why two high and honorable companies of Christian men were reduced to the necessity of employing a biped, who needed to consume a dollar's worth of whiskey per day to enable him to translate Sioux into English and vice versa.

Considerable collections of peltries were secured in the country around Fort Laramie, and at numerous interior points along the Platte, Missouri and other rivers, which in the early summer were shipped by boat and overland to St. Louis, and thence eastward to the Atlantic coast for domestic consumption and export.

At the beginning of the nineteenth century William H. Ashley, who had a large warehouse within the limits of the present city of St. Louis, bought and sold raw furs, and employed men to trap fur-bearers in the nearby marshes and woods. One of these trappers, William Sublette succeeded W. H. Ashley in 1830, and in that year organized the Rocky Mountain Fur Company, which carried on a successful raw fur business at St. Louis for several years.

The Rocky Mountain Fur Company built a fort at the Laramie fork of the Platte River, naming it Fort

William; when the company dissolved the fort was sold to the government, and the name was changed to Fort Laramie.

For somewhat more than twenty years from 1790 the annual collection of peltries at St. Louis averaged over \$200,000; for a considerable period deer skins were of leading importance, and were handled in immense number; shaved deer skins were the standard medium of exchange.

From 1810 to 1850 the value of the animal collection received at St. Louis exceeded \$300,000, and included beaver, mink, otter, fox, raccoon and all other fur skins. Receipts have materially increased during the past quarter of a century, and very great progress has been made in trade methods.

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B. Harris has for a generation been an active dealer in raw furs at St. Louis, and is well known as one of the most progressive members of the trade, which is largely indebted to him for its present progress, and manifest improvement in many essential details.

For the past ten years the business has been conducted under style: B. Harris Wool Company; though the title does not express it, no house in the city deals more largely in raw furs, or is better known in that connection; the concern handles immense quantities of opossum, muskrat and other skins, and is at all times in a position to meet special and extreme demands.

The house is of leading rank in the wool trade; its purchases embrace entire clips of a section, whether thousands or millions of pounds.

Funsten Brothers & Company began business as

fur commission merchants at St. Louis in 1881, and so continued until 1893, when the firm incorporated without change of name; the officers are: Philip B. Fouke, president; Albert M. Ahern, vice-president and treasurer; D. J. Walley, secretary. J. J. Funsten died in 1892. R. E. Funsten retired in 1897, and W. F. Funsten in 1907.

The corporation receives raw furs from trappers throughout North America; the skins so received are disposed of by sealed bids at tri-weekly sales, the bidders being dealers engaged in the trade at St. Louis; dealers purchasing the goods sell them to fur merchants in manufacturing centers, and at times ship part of the supply to the London auctions.

In 1913 the corporation sold at auction 1,898 fur seal skins, property of the United States Government, the product of the seals killed for food by the Aleuts on St. Paul and St. George Islands; in 1916 the concern established at St. Louis a plant for dressing and dyeing seal skins by the London process.

Since 1915 the corporation has conducted public auction sales of raw furs, scheduled to be held three times a year, in January, March and September.

Leonhard Roos, born in Lahr, Germany, 1833, accompanied his parents to America in 1848. He was first employed in New York, and continued steadily at work until the break came between North and South, when he enlisted in a New York regiment and served throughout the war.

In 1867 he went to St. Louis and established a manufacturing and retail fur business, which in a brief time took leading place in that branch of the local trade.

In 1887 the business was converted into a stock company, Leonhard Roos president, and his nephew, Charles A. Leppert vice-president and general manager.

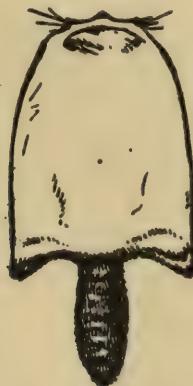
In October, 1900, Mr. Roos died while on a visit to his native town; since that time Mr. Leppert has been the head of the house, the present name being Leppert-Roos Fur Company.

A large part of the raw fur business at St. Louis is transacted through brokers, who have mercantile relations with all parts of the country.

Albert Schott & Son Fur Brokerage Company conducts a business dating back to 1880, during which long term many firms have come and gone, and great changes in methods have been effected.

The company has clients in all cities of North America where furs are dealt in or largely manufactured, and also important foreign accounts.

Isaac A. Schoen has conducted a raw fur brokerage business in St. Louis for a quarter of a century, and each year has been written over with a record of which



any man might well be proud; in every transaction he regards the interests of his client as paramount; he has repeatedly refrained from executing orders, disregarding his own share in the transactions, because he considered the price unfavorable to his principals. Upon more than one occasion Mr. Schoen has achieved phenomenal personal success in wheat, but he has never taken a chance in buying fur for a client.

John J. Goge was born into the fur business, his father having for many years been a well known furrier in New York.

Mr. Goge entered the fur trade at St. Louis as a broker in 1905, and has won the esteem of the firms in that city, and the merchants and manufacturers upon whose account he has continuously operated.

We have a raw fur price list, size of letter-head, blank on one side, issued January 11, 1879, by Lapham & Company, 222 North Main Street, St. Louis, all the furs quoted were:

Mink No. 1, large, 40 cents.

Raccoon No. 1, 60 cents.

Muskrat, winter, 12 cents.

Skunk, black, prime, cased, \$1.25.

Wild cat, 10 to 25 cents.

Opossum, 5 to 7 cents.

Wolf, prairie, 85 cents.

Beaver, large and prime, \$2.50.

Marten, large and dark, \$5.00.

Red fox, 75 cents.

Gray fox, \$1.00.

Bear, black, \$5.00; cubs, \$1.00 to \$3.00.

The firm of Lapham & Company was established at



MISSISSIPPI STEAMER 1850

St. Louis in 1878 by members of the well-known Lapham family, leather merchants of New York. Lapham & Company were succeeded by Lapham, Brooks & Company, who in turn were succeeded in 1906 by the well-known firm of J. C. Crowdus & Company, and 1917 by the corporation: J. C. Crowdus Hides, Furs and Wool Company.

Canoes were the first vessels engaged in transporting furs over the rushing Mississippi River. Later keel boats propelled or pushed along by strong poles were engaged in carrying raw furs from New Orleans to St. Louis on their way east; it required four months for the keel boats to travel the fifteen hundred miles between the two cities. As the fur collections increased P. Chouteau used steamers for transporting the baled peltries.

In 1815 a steamer was built which made the trip in twenty-five days; in 1850 the steamer shown was placed on the rivers and completed the trip in three days.

## San Francisco

Yuba Buena, occupying a part of the present city of San Francisco, California, was settled by Spanish missionaries to the Indians in 1776, and a little later Spanish merchants followed and opened a trading center for general barter with the natives from whom they received in a single season more sea otter skins than can now be obtained from all known sources of supply in a decade. Collections of raw furs also included coast seal, fox, beaver and other skins, all of which were shipped to Spain, there being no highway of communication with the eastern part of America at that time.

The Spanish name of the place was changed to San Francisco in 1847, but it did not become a city until 1850, the year following the discovery of gold; it has, however, continuously been a raw fur collection center of interest, but most importantly since 1870, owing to large receipts of fur seal, otter, fox and other valuable skins from Alaska subsequent to that date.

In 1874 shipments from Alaska to San Francisco comprised 7,515 beaver, 5,551 red fox, 737 cross fox, 1,240 white fox, 1,202 blue fox, 33 badger, 193 silver fox, 260 bear, 5,424 marten, 1,985 land otter, 2,183 ermine, 10 wolf, 11,097 mink, 605 lynx, 1,085 sea otter, 18,521 muskrat and 99,742 fur seal skins; receipts from points on the coast were still larger for all the articles named except foxes, lynx, marten, muskrat, sea otter, ermine and fur seals. A total of 54 sea otter, 961 blue fox, 650 Russian sable and 31,300 fur seal skins were

received at San Francisco from Kamtschatka during the same year.

San Francisco has an excellent retail fur business in manufactured goods; some of the most alert furriers, among them men who have participated in making the American fur trade worth while, maintain very attractive establishments in view of the Golden Gate.

Herman Liebes, born in Rawicz, Prussia, in 1842, came to New York when twenty years of age, and was employed for some twelve months in the fur manufactory of John Ruszits, New York. He resigned that position, and in company with Charles J. Biehlow went to San Francisco, where, in October, 1864, they began fur manufacturing in a small way, and by untiring attention to their work gradually built up a large trade, and eventually the leading fur business on the Pacific Coast—and it still occupies that exalted position with very handsome stores at San Francisco and Portland; the business was incorporated in 1890 by Herman, Isaac and George Liebes, Robert and Charles Biehlow, with capital stock of one million dollars.

Herman Liebes was instrumental in organizing the North American Commercial Company, which secured the second and last twenty-year lease of the Alaska fur sealing privilege. His business interests also included the ownership of a number of staunch vessels which made regular trips to Alaska and adjacent islands for the collection of fur seal, fox, otter and sundry fine skins.

Herman Liebes died in London, February 28, 1898. Charles Biehlow died November 19, 1899, aged fifty-seven.

## Chicago

It is a long way back to 1778, but that is the date of the establishment of the first fur trading post on the site of the present great city of Chicago; the name of the trader who laid the cities' foundation was Jean Baptiste P. de Sable. His trade was with Indians, who received their pay in firewater, beads, cheap guns and trinkets at enormous profit to the trader. Other adventurous buyers opened posts in succession, but after the Fort Dearborn massacre the place was deserted and shunned by white dealers until 1818, when the American Fur Company erected a warehouse at Chicago, and revived fur trading under better methods than had ruled in the earlier days. Indians, in consequence of more satisfactory inducements and better treatment, brought in large supplies of good skins; the collections increased in volume from season to season, and the number of dealers was also gradually augmented, and in due time beads and fierce firewater were superceded by "cash money" as the medium of exchange with both red and white trappers.

For many years following the War of the Rebellion, Chicago was the most important market for the receipt of "heavy stock," such as raw and Indian tanned elk, deer, antelope and buffalo hides; the latter were received in enormous quantities until unchecked avarice effected the slaughter of the last poor bison in 1886.

Other fur skins have been continuously marketed at Chicago in large numbers; the city still holds leading rank among the raw fur centers of America, and the fur trade is conducted by some of the most enterprising and reliable merchants of this latest day of grace.

Chicago is also important in point of fur manu-

facturing, ranking next to New York as regards the number of individuals and firms engaged in the various branches of the fur business.

Bolles & Rogers, dealers in raw furs, have for many years maintained headquarters at Chicago, 129 West Kinzie Street, with important branches at Omaha, Nebraska; Sioux City, Iowa; Fargo, North Dakota, and other places. The business is efficiently conducted, pronouncedly successful, and constantly growing.

Charles Glanz was born in Ebingen, Wurtemberg, Germany, in 1832, and before he had entered his "teens" went to London to acquire a practical knowledge of fur manufacturing, continuing his study until he mastered the trade. He came to New York in 1848, and two years later established in the fur manufacturing business at 127 William Street, where he continued until 1863, when he removed his business to Chicago, and successfully conducted it for thirty-four years in the same building. He was highly esteemed by every one who knew him. He died April 14, 1906.

The business continues under style: Charles Glanz Company; president, Edward W. Hillis.

A. Hoenigsberger was for an extended period manager of the china goat and dog robe dyeing plant of J. & A. Boskowitz, Brooklyn, N. Y., and so remained until that branch of the house was discontinued. In 1892 he went to Chicago and established the Perfection Fur Robe Company, his associates being Dave Hoenigsberger and Harry L. Hoenigsberger. The business embraces the manufacture of fur robes, coats, baby carriage robes and auto fur accessories and dealing in Chinese furs.

A. Hoenigsberger died December 18, 1901.



SAINT PAUL, 1853

## St. Paul

For many years, and down to 1848, the fur trade constituted the principal business of the great State of Minnesota; important supplies of raw furs of desirable quality being obtained regularly from Indians, who were expert hunters and trappers, and later from both Indian and white trappers.

In 1770 Captain Carver began trading with the natives, and was the first white man to visit the wonderful cave under Dayton Bluff; he traded in the section for several years.

In 1840 there was just one log house, a small affair, upon the present site of the City of St. Paul; in each succeeding year pioneer settlers took up claims and erected small cabins. The first fur trader to locate at St. Paul was named Tasche—he claimed no other name—who began trading with the Indians in 1843, obtaining from them good collections of beaver, mink, muskrat, raccoon and other skins, beaver leading in importance. The prices paid were insignificant, the mediums of exchange being cheap knives, colored cloths,



FIRST SHANTY ERECTED ON THE SITE OF THE PRESENT  
CITY OF SAINT PAUL

glass beads and chiefly whiskey—so called. The whiskey made for Indian consumption, and common pale faces, was neither more nor less than a vicious brew of rank tobacco, vitriol and water.

Tasche remained at St. Paul for some years, and made considerable money, but was finally beaten at his own game, and perished in the wilderness.

Tasche always carried a large knife, which he knew how to use effectively whenever occasion demanded; this knife was found in his grave which was opened in the course of railway construction many years after his disappearance; the knife was sent to Barnum's Museum in New York, where it remained on exhibition until the museum building was destroyed by fire in 1865.

St. Paul became an extremely important receiving center for raw furs in 1844, in which year the peltries

collected in the Red River Valley were diverted from Canadian points to St. Paul. The skins brought to the Minnesota town were later sent down the Mississippi River and finally to New York for local consumption and export, chiefly the latter; in 1854-1856 the raw furs collected at St. Paul averaged between \$160,000 and \$200,000 per annum.

In 1856 shipments from St. Paul comprised:

Mink, 8,276 skins; value, \$18,621.  
Marten, 1,429 skins; value, \$3,570.  
Lynx, 50 skins; value, \$125.  
Fisher, 1,046 skins; value, \$4,702.  
Raccoon, 3,401 skins; value, \$2,550.  
Otter, 405 skins; value, \$1,470.  
Bear, 610 skins; value, \$6,700.  
Silver fox, 8 skins; value, \$400.  
Cross fox, 20 skins; value, \$100.  
Red fox, 876 skins; value, \$1,095.  
Kitt fox, 2,540 skins; value, \$1,271.  
Wolverine, 2,031 skins; value, \$3,048.  
Muskrat, 64,290 skins; value, \$11,572.  
Bison hides, 7,500; value, \$41,200.

St. Paul has not only been an active raw fur market from the beginning, but for many years has been an important fur manufacturing center at wholesale, and at the present time definitely occupies the first place in the manufacture of men's fur coats, of which many thousands are made and sold annually throughout the west and northwest. The winter climate also favors a very large local retail trade in men's and ladies' furs in all desirable grades.

Isidor Rose was one of the most painstaking men

in the fur business, every detail of which enlisted his interest, and received his consideration; he enjoyed perfect health during his long life of nearly eighty-four years, and was present at his office until one o'clock in the afternoon of the day of his death, which resulted suddenly as the effect of a severe cold.

Mr. Rose was born October 9, 1832, became engaged in the fur business in 1856, and was in the firm of Joseph Ullmann, St. Paul, Minnesota, during his entire business career. He died March 3, 1915.

Gordon & Ferguson rank as one of the best known fur manufacturing houses in St. Paul—but that is altogether too local to express the facts, for wherever strictly *good* furs are sold and worn throughout the mighty northwest, eastward to the Empire City, and in every real center of collection across the “briney deep,” the firm is known as standing firmly at the front in the manufacture of men’s fur coats, caps and gloves, and as makers of ladies’ furs that are never misnamed or incorrectly represented in any way.

The business was established by Richard Gordon, April 1, 1871, at 132 Third Street, and the record on the books shows steady growth to date. Paul R. Ferguson was received to partnership in July, 1873.

Charles L. Kluckhohn went with the house in 1874, and C. W. Gordon in January, 1880. January 1, 1886, Charles L. Kluckhohn and C. W. Gordon were admitted into the firm. January, 1902, the business was incorporated, the incorporators being: Richard Gordon, Paul D. Ferguson, Charles W. Gordon, Charles L. Kluckhohn and Theodore C. Borup; capital stock, \$700,000.

During the passing years the house has taken suc-

cessively larger and larger premises, and now occupies a magnificent building, specially erected to serve the needs of the great business, at Sibley, Fourth and Fifth Streets.

Gordon & Ferguson make a pronounced feature of "pure fur," and they are so emphatic about it that dealers and consumers alike understand that every claim made for "Gordon Furs" will be sustained by *the furs*.

Certainly a house like that—'twould be well if there were many more—merits presentation at the front rank of those who have, in the best sense, made and maintained the fur trade of America.

Paul R. Ferguson, second member of the firm, died April 28, 1905. Richard Gordon died January 21, 1911, in the eighty-second year of his age.

McKibbin & Company began the manufacture at wholesale of fine furs, men's fur coats and sleigh robes on December 1, 1886, achieving pronounced success from the beginning, as the reasonable result of producing only reliable goods. The firm, now one of the most prominent and reliable in the city, was changed to McKibbin, Driscoll & Dorsey January, 1901, and was incorporated under the same style February, 1915, with \$800,000 capital.

Ernst Albrecht established, in 1855, at St. Paul, a manufacturing fur business which has grown up in equal pace with the city, to a leading position among the high-class business houses of St. Paul.

Otto E. Albrecht, son of Ernst Albrecht, was admitted into partnership in 1895, under style, E. Albrecht & Son. The firm manufactures high-class furs, and conducts a wholesale, retail and mail order business of

large proportions, with a flourishing branch in Minneapolis.

Ernst Albrecht died May 25, 1915, since which date O. E. Albrecht has been sole owner of the business.

### PURE FUR

Members of State legislatures are seemingly averse to enacting laws strictly in the interest of consumers, though not energetically opposed to legalistic action of the contrary order—imposing a fine of one hundred dollars for killing a twenty-cent rabbit busily engaged in destroying a summer garden, and practically giving a medal of honor to the man who sells the manufactured bunny hide as French seal.

The legislature of Minnesota may be credited with a departure from the rule, in that it has enacted a law with the following provision:

“No person, firm or corporation shall sell or offer for sale any garment or article of wearing apparel composed either in whole or in part from the fur, hide or pelt of any animal under any name, term, trade name or other designation other than that of the correct name of the animal from which the said fur, hide or pelt was removed.”

A fine of not less than \$25 nor more than \$500; or imprisonment not to exceed six months, or both, are provided for a violation of the provisions of the bill.

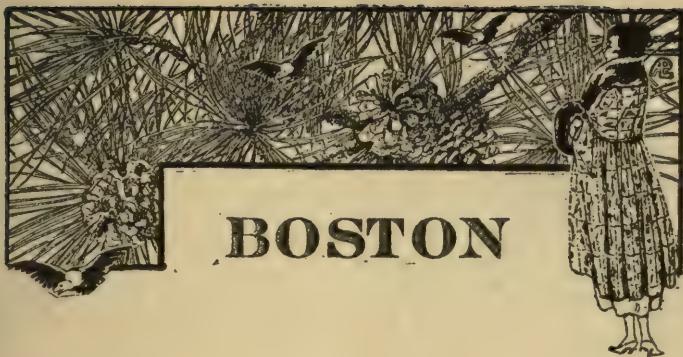
## Minneapolis

James McMillan established in the raw fur business in Minneapolis in 1877. He conducted a general business as dealer and exporter, making a feature of fine northern furs; other articles handled included hides, pelts, wool, tallow, ginseng and seneca root; he occupied very large premises at 200-212 First Avenue, North. As the years passed the business, which was invariably characterized by correct methods and fair dealing, steadily increased, and has long since had an international reputation. Branches were in due course opened in the west and Canada.

The business was incorporated July 20, 1898, under title: McMillan Fur & Wool Company; capital stock, \$100,000.

Public sales of furs were held by the house for several seasons. James McMillan died March 24, 1909; born at Fryeburg, Maine, October 24, 1855.

W. J. Burnett founded the Northwestern Hide and Fur Company at Minneapolis in 1890, dealing in raw furs, hides, sheep pelts, ginseng and sundry medicinal roots. The business has shown a steady annual increase from the first season, and now ranks among the largest in the country, having very satisfactory trade relations with trappers, local buyers in all states of the Union, and an export trade. The concern, for the convenience of its shippers, carries an unusually complete supply of specialties required by trappers in the field.



For a considerable period, from the beginning of the nineteenth century, Boston was an important raw fur center, shipments being received not only from New England, but in larger quantities from the west, middle-west and southward. With the increase in the production of wool, both wool and furs were shipped to Boston in large lots; the city even "unto this day" holds leading rank in importance and reliability as a wool market, but long since declined in magnitude as a center for the receipt of raw furs.

Wool has always had a universally recognized standard of value, established grades, and a definite price per pound; furs, unfortunately or otherwise, according to the individual viewpoint, have no standard of value, each buyer fixing the price, within a certain range, upon the wonderful basis of his own opinion. It may be that the decline of the raw fur trade at Boston is due to a considerable extent to the fact that Boston merchants found it more congenial and less strenuously competitive to deal chiefly in a standardized commodity.

Good eastern mink, fox, muskrat, and some middle western skins are still marketed at Boston with satisfaction to the shippers.

There are a number of extremely efficient and dependable furriers at Boston, and the retail fur business of the city is important in quantity and quality.

Martin Bates, who during his long business career was held in the highest respect by all who knew him or had dealings with him, entered into the raw fur business in his native town, Boston, in 1834; a year later his son Martin Bates, Jr., became associated with him, under style: Martin Bates & Son. In 1839 Charles S. Bates was admitted into partnership, and the firm became Martin Bates & Sons; five years later Martin Bates, Jr., withdrew and removed to New York, where he organized the firm of Finn & Bates, dealers in hatters' furs and trimmings in Water Street. In 1851 the previously mentioned firm was dissolved, and Martin Bates, Jr., with Josiah O. Hoffman, of Poughkeepsie, formed the firm of Martin Bates, Jr., & Company; six years later the new firm became largely interested in the raw fur business, with a commodious warehouse at 51 Broadway, New York.

They had buying agents in St. Paul, Chicago and Milwaukee, all of whom bought up large collections in competition with the two other leading houses of that time. Henry A. Bromley bought for them at St. Paul, and was one of the "great" buyers of the period.

In 1874 Martin Bates, Jr., & Company sent J. Lubbe to Victoria, British Columbia, as their special agent; they then had an interest in a number of schooners engaged in hunting fur seals, and in conse-

quence the firm became important factors in the seal business, shipping the raw skins to London, and importing the dyed seals for wholesale trade in New York; they maintained their business in seal skins until 1901, when the demand materially declined on account of changes in fashion and sundry government regulations.

C. Francis Bates was a member of the New York firm for some years; in 1865 he withdrew and in association with a number of capitalists bought out the Northwestern Fur Company, with a number of vessels, trading posts, Fort Union, Fort Rice, Fort Benton, and minor places, with headquarters at St. Louis. The Northwestern Fur Company made large collections of raw furs, deer, elk and antelope skins, and upwards of one hundred thousand buffalo robes in a single season; all these goods were sent to New York for assorting, distribution and export.

After the death of Martin Bates in 1860, the business at Boston was continued by Charles S. Bates.

Martin Bates, Jr., born 1814, died January 1, 1883.

C. Francis Bates, born 1825, died August 2, 1912.

Louis Henry Rogers, who has been with the New York house since 1860, and a partner since 1883, is the only surviving member of the firm of Martin Bates, Jr., & Company, now in liquidation.

Freeman Wight began his experience in the fur trade when a boy in the late forties of the nineteenth century, devoting considerable time to trapping in the open country around Boston; for many years in those early days he never received more than eighty cents for a fine mink skin, and yet he regarded his total receipts for the season as very satisfactory. When a

young man he established in the fur and skin business on his own account, and continued at the "old stand" until his retirement in 1908, when the Freeman Wight Company was incorporated.

Jacob Norton came to the United States from London, England, in 1844, and shortly after his arrival entered upon what proved to be a successful career in the fur business in Boston. He was an exceptionally capable furrier, and one of the most gifted and highly respected men in business affairs in the city—a very marked honor when we note that integrity is the general rule among merchants at the Hub. He may be freely credited with being instrumental to the extreme of opportunity in making the fur business of America what it is at its best.

Mr. Norton remained actively interested in mercantile matters to the time of his death, March 20, 1897.

The business has since been continued on the same high moral plane by his sons, under style: Jacob Norton's Sons.

Edward E. Norton, senior in succession, died June 5, 1917. He was prominently identified with various important mercantile interests of the city, as well as the fur industry, and was active in other matters. He was a member of the Boston Chamber of Commerce, for some time president of the Boston Scientific Society, Society of Arts, Massachusetts Horticultural Society, the City Club, and an official of the Jewish Federation of Charities.

Horace Dodd, a man of righteous instincts, more conscious of the value of his word than some men of greater wealth are of their bond, he lived his life honored

by all who knew him, and hundreds to whom he was personally a stranger. Mr. Dodd conducted a raw fur business at Boston for an exceptionally extended period, beginning 1823, and for more than sixty years occupied the same store at 130 Milk Street.

Mr. Dodd died June 10, 1896, in the ninety-third year of his age.

John Eichorn was born in Rheinpfalz, Bavaria, Germany, in 1825, and after learning the trade of furrier he came to the United States in 1847 and settled in Boston, where he engaged in the fur business, taking a small shop on Elm Street; after the great fire he removed to 73 Kingston Street, where he continued to manufacture and deal in furs up to the time of his death, September 23, 1908.

In the beginning of his career, and for many years, he regularly visited Indian and white trappers over a large section of the country to purchase peltries. He was strictly honest and fair in all his dealings with men in the field, and made many friends in the great outdoors of America.

Edward Kakas, born in Budapest, Hungary, 1829, came to the United States in 1850, and a year later began the manufacture of furs at Boston; he continued the business with marked success until 1879, when he retired and was succeeded by his son Edward and his grandson Edward F. Kakas.

Edward Kakas, Sr., died September 19, 1904.

Two of his sons established on their own account, July, 1897, as Kakas Brothers; since incorporated.

Joseph A. Jackson entered the ranks of the manufacturing fur trade at Boston in 1860, began in a small

way, and by untiring industry and fidelity advanced to a leading position, enjoying from the first the good will and respect of his many business associates, and a discriminating public.

Mr. Jackson died September 5, 1894.

The widely known firm of Wight Brothers, Boston, was organized in 1869, to conduct a business in raw, dressed and dyed furs; the members were Joseph F. Wight, Lewis Wight and Almon Wight. The firm occupied a very high position in the trade at home and abroad, and was successful from the beginning.

Joseph F. Wight died September 10, 1909. Lewis Wight died January 12, 1910. Almon Wight died September 17, 1915.

The business was incorporated in January, 1914, as Wight Brothers, Inc., the incorporators being Arthur L. Barr, president and treasurer; E. L. Capen Wight, secretary.

Otto J. Piehler has been a busy furrier at Boston since May, 1888; his integrity has never been questioned, and his continued success is well deserved. Mr. Piehler joined in establishing the firm of W. Cranz & Company, in 1888, and after two changes took over the entire business, which he continues; he incorporated in 1909 as Otto J. Piehler, Inc.

Lamson & Hubbard have been prominent, progressive and successful fur manufacturers at retail in Boston for forty years, making at all times a specialty of high grade goods. The business was incorporated in 1907, and has shown a continuous annual increase. A very fine branch store is maintained at Newport, R. I.

In August, 1916, the Lamson & Hubbard Company

was enlarged and newly incorporated with \$1,500,000 capital, and as a consequence of the change acquired the old established and leading manufacturing and retail fur business of Balch, Price & Company, Brooklyn, N. Y., which is conducted without change of name.

The incorporators are: George A. Price, president; O. C. Hubbard and Jarvis Lamson, Sr., vice-president; G. L. Demarest, secretary; Jarvis Lamson, Jr., general manager; J. C. Bassett and W. W. Williams.

## Milwaukee

The principal city of Wisconsin has been an interesting fur center since the date of its settlement as an outpost of civilization; white traders bought peltries from the Indians in the beginning with the common frontier mediums of exchange, beads and trinkets, and as time sped on the trade increased, and the business in raw furs has been maintained to the present day.

Fur manufacturing, both at wholesale and retail, occupies an important place among the industries of the city; the output of fur goods made in Milwaukee includes ladies' and men's garments, small furs, fur headwear and gloves.

John E. Hansen was born in Denmark, July 15, 1837, and with his parents came to American when he was nine years of age, and in 1858 made his permanent home in Milwaukee, where he engaged in the hat and fur business at wholesale. In 1862 he founded, under title: Hansen's Empire Fur Factory, a wholesale hat and fur business, which in the course of more than fifty years has become widely known and of leading rank.

He is remarkably public spirited and enjoys the respect and esteem of men of recognized worth in all walks of life in his city, and prominent fur merchants in the greater marts of America and Europe.

Herman Reel made his entry into the ranks of the raw fur merchants of Milwaukee in 1888, and has energetically pressed his way to the front, consolidating and holding every inch gained in his progressive march. He began his career in the trade as a dealer in raw furs and wool, and his original methods of advertising, and large buying, attracted attention in all fur and wool producing sections.

In the autumn of 1912 he enlarged his operations, adding manufacturing at wholesale; three years later he opened a retail department, for which he leased one of the best located and most attractive stores in the city.





## Louisville

Louisville, Kentucky, was chosen as a "home spot" by a few pioneers in 1778, but did not receive its name until 1780, when it was named after Louis XVI., of France, in recognition of the services rendered by French soldiers in the Revolutionary War.

Raw furs were handled at the settlement, as a favorable point of receipt and shipment, from the date of settlement; trappers in nearby sections of the State, Indiana and Ohio carried their furs thither for exchange, at first in small lots, and later in ever increasing quantity.

Louisville continues to be one of the leading markets for the receipt of southern and middle western raw furs.

Van Winkle & White engaged in the raw fur business at Louisville in 1828, and were unusually successful in securing large collections of skins in Kentucky, Indiana, Illinois, Ohio and surrounding territory; for the furs thus accumulated they had a ready market in the house succeeding John Jacob Astor at New York.

Lewis J. White, of the above firm, was the elder

brother of John White, and when the latter, a lad of fifteen, went to Louisville in 1837, he was given a position in his brother's firm. In 1842 Lewis J. White retired from active participation in the business, and the firm was changed to John White & Company, under which style it has been continued to the present time.

John White was for sixty years the leading fur merchant of Louisville; not merely a leader gauged by the volume of business transacted, but one accorded leadership by virtue of personal merit and unquestioned integrity—a man and merchant whose every act was a credit to himself, his city, and the branch of trade to which his life was devoted.

Lewis J. White died in 1875.

John White was born July 23, 1822, died May 12, 1902.

The raw fur, hide and wool business now conducted under style: M. Sabel & Sons, Inc., and which ranks as the largest south of the Ohio River, was established in 1856, and has continuously enjoyed an excellent reputation.

The incorporators are: Joseph Sabel, president; W. B. Dale, vice-president; Alvin J. Sabel, secretary; Joseph B. Schnadig, treasurer.

## Tacoma

The West Coast Grocery Company, of Tacoma, Washington, which has a large trade with general merchants in Alaska, in many instances accepting raw furs in payment for groceries, some years since became convinced that Alaskan raw furs could quite readily be se-

cured and forwarded to Tacoma in fair sized collections, and from time to time be sold by tender to fur merchants and manufacturers in leading American markets with decided advantage to both sellers and buyers. The company in 1891 proceeded to effect the necessary arrangements; good shipments were obtained, and in due time the initial sale was held; every skin was sold at satisfactory prices, and the new method of marketing Alaskan skins was an acknowledged success. Similar sales have since been held three or more times annually, invariably with results gratifying to all concerned; fur merchants and manufacturers operating in many of the large cities of the United States and Canada regularly attend, or are represented, and are interested bidders.

The members of the company are: Charles H. Hyde, president J. H. Weer, vice-president; A. A. Pentecost, secretary; Robert H. Hyde, treasurer.



COLUMBUS' SHIP

## Raw Fur Dealers' Association

The Raw Fur Dealers' Association of the State of New York was organized at Utica on October 31, 1904, the charter members being: John M. Cooper, Bainbridge; C. W. Bacon, East Hamilton; Thomas Backus, Rockroyal; C. F. Cooper, Bainbridge; Fred Davis, Oswego; R. H. Davis, Lacona; B. C. Phillips, Cincinnatus; Albert Roach, Gouverneur; George Skerritt, Camden; S. F. Tucker, Baldwinsville.

At the present time the Association has a membership of more than one hundred, all of whom are important dealers, well known throughout the State. The work of the Association has been highly beneficial to the trade at large, and is entitled to extreme praise for the better conditions and higher standards in raw fur handling now prevailing; it has, as the outcome of strenuous efforts, secured the passage of laws for the long needed protection of fur-bearers; the regulation of the trapping season and thus decisively checking the catch of unprime and springy skins, and conserving future supplies; and furthermore has effected a better understanding among dealers, a larger measure of rational co-operation and lessened unwise competition, results which in the aggregate have added thousands of dollars to the value of the annual collection, not by increasing the catch, but by **confining the season within proper limits.**

It is an excellent record—there should be no re-action.



## Cold Storage

Formerly individual owners of fur garments and small furs cared for, really worried over, their possessions during the summer months, packing them in camphor and other odorous things to protect them against consuming moths, only to have them pretty well mussed by the return of snowy days. In many instances, where the involved labor was considered and the cost was not, the task of caring for the furry treasures was delegated to furriers, who insured the goods against thieves, fire and moths.

In these latter days furs of all kinds, raw, dressed and manufactured, are perfectly protected, and improved, by being kept in cold storage, and this method of protection is now a distinct and important branch of the fur business.

## Charles S. Porter

Charles S. Porter, who is to-day one of the most progressive and best known fur merchants in America, made his entry into the fur business in June, 1874, with the leading house of John Ruszits, with whom a remarkable number of young men in succeeding years began their mercantile career; he remained with Mr. Ruszits until June, 1879, when he withdrew to accept an engagement in the banking business in Wall Street. With this exception men graduated from the fur establishment of John Ruszits remained in the fur trade, occasionally going with other firms, or entering the lists on their own account. The charm of the fur business, once definitely experienced, remains and becomes a dominant influence; now and then some one breaks the "tie that binds," and turns to new fields in quest of fortune's favors, but in nearly every instance is ultimately drawn back into the world of fur by the irresistible fascination of the most interesting industry in mercantile history.

Mr. Porter was not an exception to this rule, for when he had handled mere money for eight years he severed his connection with banking, and on June 1, 1887, re-entered the fur business with Rudolph Schoverling, an importer of furs and skins in New York, with whom he remained until May, 1895; during the period Mr. Porter made a careful and thorough study of the detailed merits and values of all domestic and imported peltries, from the raw product to skins in the various preparatory stages of manufacture; at the same time he



Charles S. Porter



acquired a complete knowledge of the mercantile and commercial methods prevailing in the fur trade at home and abroad.

In May, 1895, Mr. Porter went with H. Liebes & Company, in their New York house, continuing with the firm until January 1, 1896, when he was requested to accept an important position with G. Gaudig & Blum, Leipzig fur merchants, in their American branch at New York. In this connection Mr. Porter's extreme efficiency was readily perceived and appreciated, and in March, 1903, he was chosen manager of the house, and during the succeeding years he successfully and satisfactorily discharged the manifold duties of that responsible office. The business of the house steadily expanded under his painstaking management, and in a comparatively short time advanced to the forefront among fur importing houses, and purchasers and exporters of American raw furs.

In March, 1915, the New York branch of G. Gaudig & Blum was purchased by an American corporation, of which Charles S. Porter was, and is, president; the business has continued without change of title.

Mr. Porter is a man of dependable, upright character, sound judgment in mercantile matters, alert and progressive, and enjoys the esteem and good will of his fellow merchants in the Metropolis, dealers and manufacturing furriers throughout the country, and the leading fur merchants of Canada and Europe, with all of whom he maintains gratifying trade relations.

Mr. Porter was president of the Fur Merchants' Credit Association of the City of New York for six years, 1908-1913, and was released from the honor of

further service only on account of the recognized fact that increasing business demanded his undivided attention.

The outbreak of war in 1914, only a few weeks prior to the opening of a new raw fur season, made it evident that the widely extended conflagration would stop fur exporting, and result in the accumulation of a very considerable surplus of American raw furs for which there was no other available market. This exceedingly adverse condition immediately engaged the serious attention of Mr. Porter, who, after careful deliberation, put forth active efforts to devise and develop sound methods for testing the consuming power of the home market, and determining the values of skins, in order that merchants throughout the country might operate advantageously.

Mr. Porter repeatedly conferred with leading firms in the trade, and as the outcome of his counsel and untiring interest in the matter, the New York Fur Auction Sales Corporation was organized in the autumn of the following year, and Mr. Porter was chosen president.

The new organization met with instant favor in the trade, and the initial public sale of raw furs held under its auspices in January, 1916, was extremely successful and highly creditable—a real *event* in the fur trade of America.



## EARLY SEAL DRESSING AND DYEING

About 1825 Denison Williams began the work of dressing and dyeing fur seal skins at Albany, N. Y., he soon removed from the city, but his associates, W. S. Packer, Jr., E. P. Prentice and J. H. Prentice, continued the business, and in a very few years built up a satisfactory trade, amounting to about half a million dollars per annum.

At the same period John Bryan, and a little later George C. Treadwell, James Chase, John S. Smith and Robert Cheesebrough were engaged in dressing and dyeing fur seal skins at Albany, upwards of twenty thousand skins being handled in a season; owing to inefficiency in unhairing the skins, the seal pelts were at first chiefly used in the manufacture of men's caps, for which there was a much larger demand than at present. James Chase, mentioned above, very early traveled extensively throughout the west in quest of raw furs, and extended his trips by water to the coast of Alaska to purchase raw fur seals at first hand from the natives;

prices for such skins at that time were rated not in dollars and cents, but in cents only.

The business in dressing and dyeing fur seal skins at Albany began to decline in 1840, and gradually became so reduced in volume that it was abandoned a few years later by all concerned, except one firm.

### GEORGE C. TREADWELL

Dating from the period, some three hundred years ago, when the Dutch ascending the Hudson River from New Amsterdam finally effected a settlement on the site now occupied by the city of Albany, trading relations were established with the Indians, and Albany at once became a profitable raw fur market. In later years it developed into a fur manufacturing center, and still later, near the end of the first quarter of the nineteenth century, took the lead in handling what subsequently became an important American commodity. Manipulation of the fur seal skins began at the foundation, dressing and dyeing, and gradually advanced to what at first was rather crude unhairing, or the removal of the long coarse water-hairs. In the beginning the skins were made up chiefly into men's caps and gloves for wholesale trade; and though a number of concerns were engaged only one, George C. Treadwell, as the result of exceptional ability and perseverance, achieved a life-long success.

George C. Treadwell began the work of dressing, dyeing and manufacturing fur seals at Albany in 1832, and by close attention to every detail of the business, and adherence to his initial purpose to turn out only first class goods, steadily extended his business to all parts

of North America; his particular dye, a rich chestnut brown, gained an international reputation for beauty, fastness and general excellence. About twenty-five years later a demand for seal-skin garments for ladies began to develop in London as the consequence of improved unhairing, the dye being practically the same in color as that produced at Albany.

George C. Treadwell very promptly turned his attention to the manufacture of seal sacques, stoles and muffs with gratifying results.

For a number of years the London dye was lauded, even by the trade in America, as superior to all others, and the rich, and the many eager to appear to be rich, accepted the dictum and paid the enhanced price to possess the *imported* article. Some thirty years later a new seal dye was introduced at Paris; this French dye was wholly unlike the familiar "seal color," being very dark, nearly a true black, and as it caught the popular fancy of the time it very quickly superceded the London dye. The London dyers quite promptly adopted the French color, but Mr. Treadwell refused to change his dye in any particular, considering it too good in every essential point, to be abandoned. Time proved the wisdom of his course in letting well enough alone, for to the end of his business career he continued to readily market all the skins he could dress and dye—his aim being, not the greatest possible quantity, but the highest attainable quality.

The Treadwell exhibit of seal skins at the Centennial Exposition, Philadelphia, 1876, was awarded a medal; and was adjudged worthy of three awards at the Columbian Exposition, Chicago, 1893.



The fur trade of America made its latest great forward bound, both in volume and increase in valuation, almost immediately after the purchase of Russian-America, since known as Alaska, by the United States in 1867 at the bargain price of \$7,200,000.

Alaska was discovered by Vitus Bering, a Russian naval officer, in 1728, and in 1741 Russia took possession of the entire mainland, and conferred upon the new territory the name of Russian-America.

From 1741 onward Russian subjects regularly visited the Alaskan coast to trade with the natives, from whom they obtained—by profitable barter or more favorable force—ship loads of sea otter skins, for which there was a ready sale in Russia and a very strong demand in China.

The first permanent settlement in Alaska was effected in 1783 by the Russian-American Trading Company, on Kodiak Island; a large stone warehouse and smaller buildings as residences were erected, and the settlement became an active center for the collection of

sea and land otter, fox, mink and other skins. In 1800 the company erected a greater number of more imposing buildings, and established a larger colony at Sitka, which became the capital of the territory, and so remained during Russian occupation.

Pribilov, a Russian navigator, in 1786, discovered off the coast of Alaska a group of islands which have since borne his name, and which at the time were frequented by hundreds of thousands of fur seals; there are many islands in the group, but those to which seals chiefly resort are Saint Paul, Saint George and Otter Island. The pelts of the fur seal, which are not naturally attractive, did not rank at the time as "fine fur"; a few seals, however, were killed each season, but were regarded as uninteresting, the market price per skin being merely nominal. In 1799 the Russian-American Company was given the exclusive right to take fur seals, which they killed in gradually increasing numbers up to approximately forty thousand in a single year, marketing the skins chiefly in China; prices varied considerably, from the "top notch" of six dollars, to less than fifty cents per skin average—a decided difference as compared with nearer fifty dollars at the present time.

In 1867 the United States purchased Alaska, including the Pribilov Islands, and the following year American citizens in a free-to-all dash nearly exterminated the fur seals, then estimated to number upwards of five million individuals, and undoubtedly would have slaughtered every last seal on the rookeries if they had possessed sufficient salt to preserve all the pelts, and the necessary vessels for their transportation to the States. The government intervened, and a few seals remain to



## FUR SEAL ISLANDS

The eagle shown above rather more than covers the area occupied by the Pribilof Islands where Alaska fur seals, blue and white foxes are obtained.

Copper Island and other fur seals abound along the Siberian coast opposite the line marked the "Western Boundary, Treaty of 1867."

this day—remain in spite of the reign of unwisdom marking their official oversight.

In 1870 the Alaska Commercial Company, Senator John F. Miller, of California, president, secured from the government of the United States a contract giving the said company the exclusive right to take fur seals on the Pribilof Islands for a period of twenty years from May 1, 1870, upon the following terms: the company to pay into the treasury of the United States, as rental, \$55,000 per annum, a revenue tax of \$2 on each fur seal skin taken and shipped,  $62\frac{1}{2}$  cents for each seal skin taken and shipped, 55 cents per gallon for each gallon of seal oil taken for sale, and to supply the inhabitants of the islands of St. Paul and St. George annually with twenty-five thousand dried salmon—an Alaskan product—and sixty cords of fire-wood. The Alaska Commercial Company covenanted to take not more than 75,000 fur seals on St. Paul Island, nor more than 25,000 fur seals on St. George Island in each year of their lease.

In addition the company paid the natives forty cents each for skinning seals. On a catch of 100,000 fur seals per annum, the above figures show that the cost to the company was very close to four dollars per skin. A government "by the people for the people" would have done its own seal catching, salting and shipping with a resultant profit of about five hundred per centum per annum.

The Alaska Commercial Company prior to the date of its fur sealing contract had been engaged in collecting raw furs from native Alaskans on the mainland, where it established trading posts in 1869, practically ruling

the country and monopolizing its fur trade along the coast and as far inland as it was profitable to transport provisions.

During the term of its lease of the fur sealing privilege the company obtained additional revenue from the sale abroad of blue and white fox skins purchased from the natives on St. Paul and St. George Islands at forty cents each for blue and sixty cents each for white fox skins; the natives were allowed to take up to five hundred of these foxes each winter—note the price.

From 1870 to 1889, both dates inclusive, and embracing the term of its contract with the government, the Alaska Commercial Company took and shipped 1,-523,290 fur seal skins from St. Paul, and 317,177 fur seal skins from St. George; a grand total—grand for the concern—of 1,840,467 skins.

The second twenty-year lease of the Alaska fur sealing monopoly was keenly competed for by a number of shrewd bidders, including the first lessees; the prize was secured by the North American Commercial Company, whose bid exceeded by more than three-fold the amount received by the government under the preceding lease.

In the battle of the bids the new concern won a triumph over competitors, but no one has ever affirmed that the victory was supplemented by great financial success. The new lessees confidently expected to take at least sixty thousand seal skins per annum; but the Treasury Department at Washington suddenly became intently interested in the conservation of the seal herd, and assuming that so large a catch as sixty thousand

would hasten seal extinction, permitted only a reduced number of skins to be taken.

The North American Commercial Company was organized at San Francisco, April 15, 1890; the officers were: Isaac Liebes, president; Lloyd Tevis, vice-president; Ernest C. Cox, secretary. Directors: Darius O. Mills, Herman Liebes, Henry Wadsworth and William S. Tevis.

The North American Commercial Company had a stormy sea to navigate under its twenty-year lease; the catch it was permitted to take was reduced by the officials at Washington to fifteen thousand skins in a year, was raised to thirty thousand, then reduced to twenty thousand, again to fifteen thousand, and on down to seven thousand five hundred, with a demoralizing effect on the market, and the final subsidence of seal skin as a leading fashionable fur. The company experienced further trouble, a great deal of it, in consequence of differences of opinion with officialdom regarding the proper amount accruing to the government from year to year, with claims and counter claims, and an endless war of words.

When the lease expired at the end of the sealing season of 1909, there was no desire to renew it, and no attempt to seek new lessees—politics and business had not mixed, and politics was master in the matter.

The government assumed control of the catch in 1910, and for the past five years, 1913-17, the number of Alaska fur seals annually killed has been about twenty-five hundred, the number required to supply food for the natives on the islands of St. Paul and St. George.

On April 21, 1910, the government took charge of all affairs on the Pribilof Islands, including the detailed

management of the fur seals, blue and white foxes, and the business of marketing their skins.

In 1910 a total of 12,920 fur seals were killed on the islands, and their skins were sold through C. M. Lampson & Company, London, December 16, 1910, for the gross sum of \$435,083.59, an average of \$33.68 per skin; the net amount—less insurance, freight, disbursements and commissions—received by the government was \$403,946.94. If the lease of the privilege of taking seal skins had been continued, the government would in 1910 have received \$131,007.

In 1911, the second year under government control, 12,002 seal skins were taken; these were sold in London by C. M. Lampson & Company on December 15, 1911, for the gross amount of \$416,992.40, an average of \$34.74 per skin; the net receipts by the government were \$385,862.28, or \$263,141.83 more than it would have received under the leasing system—or government liberality to a favored few.

In 1913 fur seal killing on the Pribilof Islands solely for the pelts was discontinued under agreement with the government of England, Japan and Russia, in order to afford the seals an opportunity to multiply.

A limited number of seals have since been killed each year to supply the natives on the islands with fresh and salted meat pending the annual return of the herd. All explorers, white men, have eaten seal meat, and they pronounce it good. The high cost of living in the states might be reduced by canning seal flesh when the next larger kill is made in 1918.

During the summer of that year, 1913, twenty-five hundred fur seals were killed to furnish flesh food for

the natives; 1,898 of these seal skins were sold at auction in the raw at St. Louis, Missouri, on December 16, 1913, for a total of \$55,156, or an average of \$29.06 per skin.

A total of 1,959 dressed and dyed fur seal skins was sold at auction in St. Louis on January 29, 1917, with the following results:

Middlings, 12; middlings and smalls, 21; total, 33 skins, sold in one lot, brought \$60.00 each.

Middlings and smalls, 50 skins, brought \$56.00 each.

Smalls, 391 skins, sold for \$53.00 each.

Large pups, 811 skins, average \$48.00 each.

Middling pups, 510 skins, average \$43.50 each.

Small pups, 42 skins, average \$40.00 each.

Mixed sizes, No. 3 skins, 71 pelts, average \$25.00 each.

Cut skins, mixed sizes, 51 skins, average \$46.00.

Practically the same prices as at London on the same date.

When the government took charge of the Pribilof Islands it assumed the general control of the blue and white foxes thereon. During the winter of 1910-1911 under government oversight twenty white and three hundred and seventy-one blue fox skins were collected; these pelts were sold at public auction by C. M. Lampson & Company in London, March 18-19, 1912, for the gross amount of \$16,563.55; the average for the white fox skins was \$9.71, and for the blue fox pelts \$44.12.

Foxes of all colors are found on the mainland of Alaska; shipments of skins from Alaska in 1911 included: black fox, 1; blue fox, from the mainland, 929; silver fox, 82; white fox, from the mainland, 8,063;



BLUE FOX

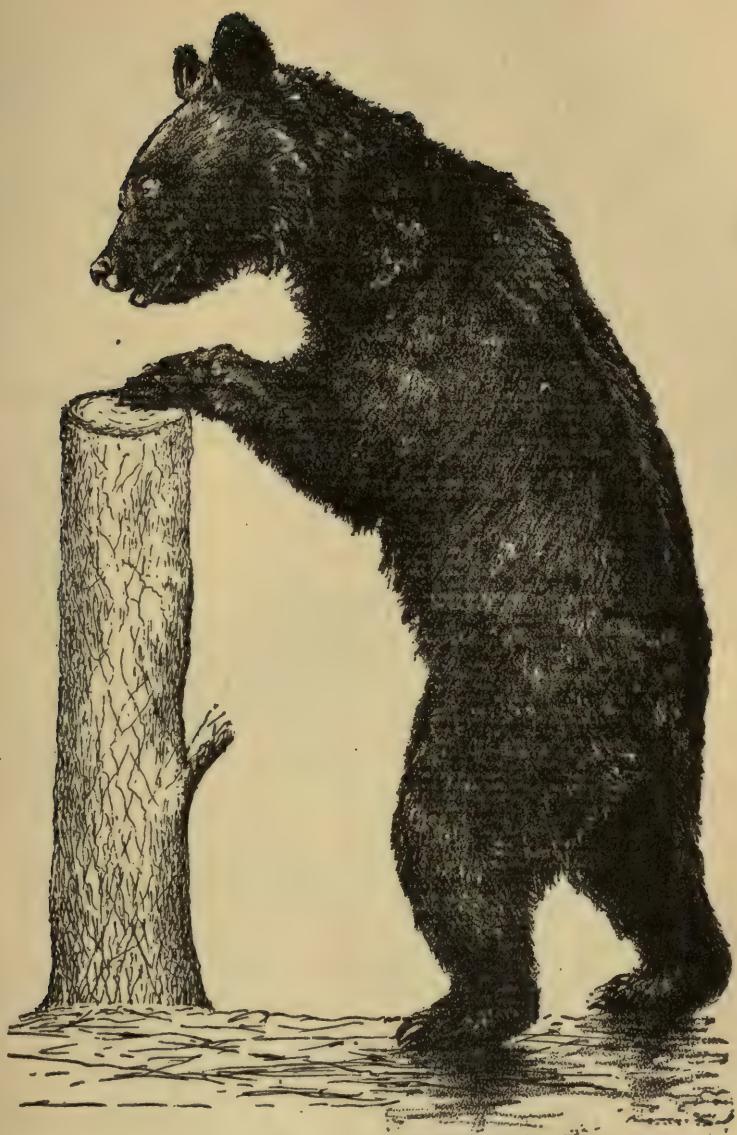
cross fox, 402; red fox, 7,499. Other peltries shipped during the same year comprised beaver, marten, ermine, wolverine, wolf, mink, lynx, otter, squirrel, muskrat, black, brown, cinnamon and polar bear.

Bears in Alaska are officially, and peculiarly, grouped in three classes with reference to their capture. It is unlawful to kill the polar bear at any time—and yet 313 polar bear skins were *permitted* to be shipped out of Alaska in 1911.

The black bear is classed as a game animal, and is under the charge of the Bureau of Biological Survey of the Department of Agriculture.

The brown bear is classed as a fur-bearer, and may not be lawfully killed from June 1 to August 31 in each year.

The Pribilof Islands, very nearly in the center of Bering Sea, are one hundred and eighty miles from the mainland; the largest of these islands, St. Paul, is about twelve miles in length by six miles in breadth; St. George Island is about ten miles in length and somewhat less than three miles in breadth in average; the other islands in the group are much smaller. Hunting and trapping



BLACK BEAR

on any and all of them is restricted by law to natives, or white men who have married native women.

Catch for 1917 as follows: Fur seals 4,882, blue fox 567, white fox 39.

Fur-bearing animals of Alaska, other than the fur seal and sea otter, include ermine, marten, mink, silver fox, blue fox, cross fox, red fox, black fox, grey fox, land otter, beaver, lynx, muskrat, wolf, black and brown bear and wolverine.

Laws governing trapping fur-bearing animals, and shipment of their pelts, are effectively and impartially administered by the Bureau of Fisheries of the Department of Commerce.

A part of St. Paul Island is shown below.



## Seal Census

Following the lease of the fur sealing privilege in 1870, the fur seals on the islands of St. Paul and St. George were counted by "triangulation"—that is the islands were plotted by imaginary lines in triangles, and the seals within the lines of various sections were counted as near as could be, and estimates of all the seals were obtained—the total approximating five million.

In 1915 a careful count of the fur seals on the islands gave a total of 363,872 seals—the remnant that had survived excessive killing on land and sea, and the genial fostering care under national international and delusional protection. The census for 1916 showed an increase of 53,450—providing there were no very great errors in the count of either years. The total given for 1916 is 417,328 seals of all ages, as follows: Breeding cows, 116,977; newly born pups, 116,977; bulls, 6,131; two year old seals, 48,460; yearlings, 67,291, bachelors, 61,492.

In 1918, when the closed season provided by international agreement ends, the government will resume the killing of Alaska seals for their pelts; present indications are that the article will be in somewhat stronger fashionable request at that time, or the following year when the catch of 1918 will have been prepared, dressed and dyed, for manufacture.

## ALASKA SEAL LEASES

On July 20, 1870, bids were opened at Washington for the exclusive privilege of taking fur seals on the islands of St. Paul and St. George, Alaska, for a term of twenty years from May 1, 1870, as follows:—

S. E. Morgan & Co., of Norristown, Pennsylvania, \$75,000 per annum.

John H. Bradford, of New York City, \$76,550 per annum.

J. W. Raymond, of San Francisco, \$96,000 per annum.

C. M. Lockwood, of Portland, Oregon, \$127,000 per annum.

Alaska Commercial Company, of San Francisco, \$65,000 per annum.

John Barnett, of Washington, \$156,000 per annum.

John M. Davidson, of Washington, \$87,000 per annum.

Louis C. Welton, of New York, \$96,000 per annum.

Sellman K. Hannigan, of Terre Haute, \$73,000 per annum.

J. Adams & Son, of Philadelphia, \$105,000 per annum.

J. C. Hastings, of San Francisco, \$163,000 per annum.

Thomas W. Sweeney, of Philadelphia, \$111,000 per annum.

Louis Goldstone, of San Francisco, for Finchel & Company, Taylor & Bendel and the American-Rus-

sian Commercial Company, all of San Francisco, \$55,000 per annum for rental of islands, \$2.00 per skin and  $62\frac{1}{2}$  cents tax per skin for each skin shipped, and 55 cents per gallon for all oil shipped from the islands, the total amount of this bid, exclusive of oil which could not be known in advance, was \$317,500 per annum—the bid, and all others, being based on a catch of one hundred thousand seals per annum.

The lease was awarded to the Alaska Commercial Company on the terms of the bid by Louis Goldstone, but just how the officials at Washington, the fearsome deed performed, Congressional, Senatorial and individual investigations have never made clear.

Members of the Company were: U. S. Senator John F. Miller, President; H. M. Hutchinson, Leopold Boskowitz, Louis Sloss, Lewis Gerstle, John Parrott, Ebenezer Morgan, C. A. Williams, William Kohl, Samuel Willets, August Wasserman, Simon Greenewald, Gustav Niebaum.

The Alaska Commercial Company had by far the best of the fur seal skin business under American rule, and understood the game as a revenue producer; in their twenty years lordship they garnered nearly two million large and small seal skins, and a profit of something like eighteen million dollars—and wanted a second lease of twenty years.

The bids for the second lease of the Alaska fur sealing privilege were opened at Washington, May 1, 1890, for the term of twenty years from May 1, 1890, as follows:—

American Fishing and Trading Company, a California corporation, \$305,000, and additionally, \$4.12

for each fur seal skin taken and shipped from the islands.

North American Trading Company, a West Virginia corporation, \$55,000 per annum as rental, \$2.00 revenue tax, an additional \$4.50 for each skin taken and shipped—total estimated at \$445,000 per annum.

The Pacific Steam Whaling Company, a California corporation, \$50,000 per annum rental, and \$7.15 for each fur seal skin taken and shipped from the islands.

Alaska Commercial Company, of San Francisco, \$50,000 rental per annum, a revenue tax of \$2.00 and \$4.50 additional for each fur seal skin taken and shipped from the islands.

Atlantic and Pacific Company, by Charles H. Tenney, New York, \$55,000 rental per annum, and 6.12½ cents for each fur seal skin taken and shipped from the islands.

North American Commercial Company, an Illinois corporation, 56,000 rental per annum, revenue tax of \$2.00 and a bonus of \$5.11 for each fur seal skin taken and shipped.

North American Commercial Company, of San Francisco, a California corporation, annual rental \$57,100, revenue tax of \$2.00 and \$8.25 for each fur seal skin taken and shipped from the islands.

The North American Commercial Company, of San Francisco, was awarded the lease March 12, 1890.

Alaska fur seals were under the charge of the Secretary of the Treasury from 1869 to 1910, at which time they were committed to the care of the Secretary

of Commerce and Labor, and at present the Secretary of Commerce.

### ARBITRATION

United States officials, seconded by the officious, in 1890 unwisely broached the claim of absolute ownership in the fur seals, not only during the limited period when the animals were upon the Pribilof Islands, but all the time, and wheresoever the pinipeds might be found.

The government finally became so insistent in announcing the claim that the entire matter was formally, in 1893, submitted to arbitration before an international board sitting at Paris, Baron de Courcel presiding; the decision, handed down August 15, 1893, was adverse to the United States. On the fifth point, the main contention, the decision read: "We decide and determine that the United States have no right to the protection of or property in the seals frequenting the islands of the United States in Bering Sea, when found outside the ordinary three-mile limit."





*Fur Seal*

Job, some thousands of years ago, the precise date is not surely known, asked the profound question, "What is man?" If he had been as well acquainted with the "brutes that perish" as he unquestionably was familiar with the remote and mighty stars and constellations, he might have asked a second and equally unanswerable question, by adding, and what is the fur seal? for it is a surpassingly strange creature involved in manifold mystery which man, notwithstanding his ability to "solve doubts," has hitherto been unable to unravel.

Whither it cometh and whence it goeth; the purpose of its being; its return to and departure from certain places, year after year at almost exactly the same dates, apparently for the sole purpose of bringing forth and nurturing its young to perpetuate the species; why they did not nearly fill the seas long since, the increase at the time of discovery being about a million a year, and their food supply being practically inexhaustible—these are parts of an interesting problem for which there is no solution.

During the breeding season the fur seal makes its

home on rocky, barren islands, large or small, with gradually rising shores over which it can move with moderate effort, and where a foggy condition prevails; the animal having flippers instead of feet is an indifferent traveler on land and progresses by a series of short jumps interrupted by frequent halts for rest; these resorts are also apparently selected with reference to the average temperature, as the fur seal prefers a moderately cool climate, and is manifestly unpleasantly affected by a temperature above fifty degrees.

Fur seals are annually first seen at sea in April off the northern shore of Vancouver Island, and the northwestern coast of the State of Washington, proceeding southward along the Pacific Coast of the United States on their way to their several breeding stations or rookeries.

Leaders of the herd, old male seals, begin to arrive at the islands of Saint Paul and Saint George, Bering Sea, about the first of May, some two or three weeks in advance of the females and younger males. Though preferring a low or moderate temperature, fur seals never "haul up" on ice, and if ice remains along the shore at the time of their arrival, they remain in the water until it disappears, and then draw out on the land, select their rookeries and await the coming of their mates. Many fierce battles are fought by the old bulls in their struggle to maintain possession of selected positions, called rookeries, upon which, when fully secured, they remain continuously for more than three months without food or drink.

The color of the males when they emerge from the water is a dull brown sprinkled with grey; when dry



FUR SEAL—OLD BULL

the fur is much lighter on all parts of the body; females are not so dark as the males, the fur upon the back of the head, neck and down the spine being a bright steely blue, modulating into lighter shades, approaching white, on the sides and abdomen.

Bachelor seals, or yearlings, herd apart in large numbers far from the breeding stations, as the old bulls will not permit them to approach the rookeries; the seals killed for their pelts on St. Paul and St. George Islands are selected from the bachelors.

Seals at the time of birth, and until one year old, are called pups; when born they are black, and are known as black pups; as they advance in age the color changes to lighter hues, and they are designated as silvery or grey pups.

The territory now known as Alaska, which embraces the Pribilof Islands, was purchased from Russia by the United States in 1867 for \$7,200,000, which ought to be considered a nominal price as it amounted to little more than one dollar per seal, not to mention land, timber, salmon and gold, each individually of still greater value than the seals at a dollar a head, as even that small amount could not be realized, cash or credit, until they were caught; before November they spread their flippers and flee from United States territory.

In mid-autumn, surely before November, all the seals, "every blessed one," mobilize and depart from their summer island homes, pass out into the Atlantic and speed away southward into the Pacific Ocean and in a few days completely disappear; this is their invariable annual custom. The land or sea to which they wend their way is wholly unknown to man, is one of the great mysteries of the ages; their preference for a moderately cool climate and ice-free water, impresses the conviction that the fur seals are acquainted with a large area in which millions of seals may remain unobserved for five months or more out of each year, a glorious sea, where rocky isles and great schools of fish abound, a wondrous retreat somewhere in the Southern Hemisphere perfectly adapted to the welfare of seals of all ages, and particularly little fellows only six months old.

In the summer of 1868, the year following the purchase of Alaska by the United States, good American seal seekers made a raid on the islands of St. Paul and St. George for the purpose of gathering in the entire herd, and they were fairly successful, known sales and shipments of skins showing that upwards of four hundred thousand seals were killed; the slaughter would doubtless have exceeded a million except for lack of labor, salt and shipping facilities.

To prevent the extermination of the animals in a very few years the government took charge of the islands early in 1869, and prohibited all persons from landing upon or approaching the shore within a specified distance.

Numerous methods of regulating the catch were considered by the authorities in control without result, and finally the entire matter was referred to the Congress and that body decided that the government should lease the privilege of taking fur seals, one hundred thousand skins per annum, for twenty years, to the person or persons making the most favorable offer.

The Alaska Commercial Company, of San Francisco, of which Senator Miller of California was president, was awarded the lease in July, 1870, for a term of twenty years, and at once took formal possession and began operations; comprehensive laws were passed prohibiting any one else from killing any seals on the islands, except the natives who were allowed to kill a certain number for food, a privilege which they continue to enjoy.

The Alaska Commercial Company had a "good thing," and knew it, as the record shows.

The total catch of seal skins from 1870 to 1889, both years inclusive, was 1,856,240; annual average, 92,812 skins.

The cost to the Alaska Commercial Company was: Rental of islands, \$55,000 per annum, paid to government regardless of number of seals taken; royalty to government, \$2.62 per skin; aleuts for killing, skinning and handling, 40 cents per skin; shipping expenses, about  $37\frac{1}{2}$  cents per skin; totals, average and gross, as follows:

Royalty, average per annum,	\$242,631.50.
Rental, average per annum,	55,000.00
Aleuts, average per annum,	37,124.80
Shipping, average per annum,	34,804.50

Gross totals for twenty years, term of lease:

Royalty to government.....	\$4,872,630
Rental to government.....	1,100,000
Aleuts for killing, etc.....	742,496
Shipping expenses.....	696,090
<hr/>	
Grand total.....	\$7,411.216

The average cost per skin to the company is thus shown to be \$3.95.

The company under the terms of the lease was permitted to take one hundred thousand skins per annum, and aimed to do so, except in 1883, when only seventy-five thousand seals were slaughtered; in each of the other years some of the skins were rejected as below grade.

The average price realized for the skins by the

company at public sale in London was several times \$3.95, it being of record that their profits for the twenty years amounted to \$18,753,911, or nearly \$1,400,000 for each of the fourteen shares comprising the capital stock of the concern; in 1882, it is asserted, a dividend of \$75,000 per share was realized.

The government received during the twenty years, net, \$5,264,230.

During the term of the first lease the proportion of seals killed on the two islands was, St. Paul, 80,000; St. George, 20,000; all the killing and skinning was, and is, done by Aleuts, the work usually being conducted during the first three weeks of July.



FUR SEAL SKIN, NATURAL



SEAL KILLING STATION ON ST. PAUL ISLAND

## SEAL KILLING

Early in the morning the men who are to do the killing run along the beach between the water and the bachelor seals that have hauled up on land, and loudly shouting and jumping hither and thither frighten the seals and cause them to move forward inland toward the killing station, about three miles in the rear of the rookeries; this interior point is chosen to avoid alarming the breeding and other seals, which would probably leave the islands at once, or fail to revisit them, if the killing were done near shore; the drive is conducted slowly and with frequent pauses, as the unusual exertion of land travel causes the seals to become overheated, a condition fatal to the animals and detrimental to the fur. On arriving at the killing ground the seals are allowed to rest and cool off, and the Aleuts effect the killing by striking the animals on the head with a short stout club; when about fifty are killed the skins are taken off, and removed to the salting houses and salted—the skins are laid flat and the leather side is covered with about two pounds of salt; after salting the skins are piled one

upon another and left thus for from ten to twenty days to cure, and are then tied in bundles of two skins each, fur side out. These bundles are packed in casks and shipped to San Francisco, thence by rail to New York, and then by steamer to London for sale at auction—this was the procedure down to 1913, in which year the government arranged to sell the skins in the United States instead of London; but near the announced date of sale withdrew part of the collection.

The fur of the seal, now held at high figures in consequence of comparative scarcity, and checked from going much higher on account of the fact that for some years past it has been an exclusive rather than a fashionable article, owes its rise in favor and value wholly to the effective manipulation of modern dressers and dyers, and more definitely to the radical improvement wrought in its appearance by a simple machine which perfectly unhairs the skins, or clips out all the coarse, "water-hairs," leaving only the soft, rich fur. Following the perfecting of this transforming process, seal skin, which formerly was used only in limited amount in the manufacture of cheap articles, became very popular in Europe and America, greatly advanced in price, and the very large annual collection was readily consumed.

### BRANDING

For two or three seasons as a means of proving that the fur seals were the property of the United States, great official minds conceived and put into execution at St. Paul Island the brilliant (blazing) scheme of branding tender young seals with hot irons; it was assumed

that these burned seals would be gathered in by pelagic sealers a year later, that the brand would constitute a damage to the skin sufficiently serious to cause pelagic sealers to cease operations—but “the villains still pursued ‘em.” The baby seals that survived the barbarous branding may have been lost at sea, or they may have selected rookeries known only to themselves; the scorching idea, however, was a marvel in the estimation of the mind maturing it—a “burning shame” in the opinion of others.

### CONTRABAND

Immediately after the act prohibiting American citizens from killing seals in the north Pacific Ocean and Bering Sea became law on December 29, 1897, it was discovered that only Alaska seal skins, and articles made thereof, could be imported into the United States; and that all other fur seal skins, or manufactures of other than Alaska fur seal skins, imported into the United States should be seized and destroyed. Fur merchants who had in the regular course of business purchased valuable lots of pelagic fur seal skins long before this law was passed—it was never discussed—had to humbly plead for special dispensations to obtain possessions of their property which was in London for dressing and dyeing, under the same conditions as during each of the preceding forty years; but an American citizen returning from abroad, though bringing in only a seal skin cap had to suffer confiscation of the article, unless he was able to prove that the cap was made of skins taken on the Pribilof Islands.

This act, known as the “Davis Law,” was in itself

fairly harmless, but the departmental regulations under which it was administered were fearsome, so very vicious and unlike the law that they had to be changed a number of times in order to wriggle through conflicting conditions and perverse interpretations.

This worse than foolish act, rushed through the Congress and administered *ad libitum* by one department of the government, was seemingly meant to spite Canadian sealers for not abandoning a profitable industry to others, it being assumed that as about seventy-five per cent of the annual catch of seal skins was required for consumption in the United States, the exclusion from that market of all seal skins except Alaskas, would make it difficult for the Canadians to market their catch even at reduced figures, and that the Alaskas, owing to increased competition, would materially advance in price. It did not work out that way; the entire collection of Alaskas, the demand exceeding the supply, was taken for the United States; and as seal skin was fashionable in Europe the Canadian sealers had that market to themselves, and readily sold all their skins at satisfactory prices.

#### POLITICAL POTHER

An agreement was entered into between the United States and Great Britain in 1893 defining the area at sea, and the time, in which pelagic sealing might lawfully be conducted.

Four years later a law was enacted by Congress prohibiting American citizens from taking any fur seals in the waters of the Pacific Ocean, north of thirty-five degrees of north latitude, and including Bering Sea.

To render agreements, enactments and monopoly effective during all the years of inefficient rule, the government had to incur the expense of patrolling Bering Sea with gunboats and revenue cutters (appropriately named vessels) and as the years passed the seals continuously decreased in number.

Under the masterful muddle of government control, from the date of purchase in 1867 to the present moment, the fur seal has been the cause of countless controversies—local, territorial, national, international, petty, personal, unbusinesslike, undiplomatic, perpetual; and the end is not yet.

Previously friendly relations between the United States, England and Canada have been sadly strained; and upon occasion Japan has shared in the same kindly attentions. American citizens have been prohibited by law from touching an American seal on land or sea under penalty of two hundred dollars fine or six months imprisonment, and loss of property for each touch; and further have been forbidden to buy, use or have in possession any pelagic seal skin, even the smallest visible piece, under terror of confiscation. Tons of pure paper and many pounds of ink, paid for by a subject people, have been wantonly wasted at Washington in printing reports, speeches, views and other diffuse words on the seal as a wild animal, exclusive American property, and many other things no better understood than the habits of builders of Martian canals.

The poor seal has been cruelly branded, indifferently slaughtered on land, transferred from one monopoly to another, and otherwise handled without gloves or common sense, for the avowed purpose of perpetuating it as

an asset of great value—to the lessees. It is not strange, in view of the facts that so few seals survive, but that any linger is a wonder indeed. In 1867, when the government took possession by virtue of purchase, it was estimated that about 4,700,000 fur seals were enjoying good health on the islands, and the number was practically the same when the government leased the privilege of killing 100,000 seals a year for twenty years from May 1, 1870; twenty years later another careful estimate placed the number on the islands at 1,000,000 seals—a marvel, surely, as only 2,000,000 had been killed, and there should have been a natural increase of about 300,000 seals per annum for the period of twenty years. On the expiration of the second lease, in 1910, it was officially reported that the number of seals on the islands did not exceed 133,000, though the lessees had killed, officially, only 345,449 seals.

The count for 1915 placed the total at about 300,000, including old and young; 88,000 seals were born on the island during the season.

#### TOTAL SLAUGHTER

The counted skins shipped from the islands of St. Paul and St. George do not show the number of seals killed, as many skins are cut and otherwise damaged in skinning, others are injured by overheating and from other causes, and all such skins are rejected; during the twenty years of the first lease 2,269 skins were rejected on St. George Island, and 18,124 on St. Paul Island as damaged and 15,705 as destroyed in taking the catch. The highest average price realized by the lessees in a single season was \$22.25 per skin, lowest \$8.75, and the

average for the twenty years \$14.02—which means a total of a little more than \$27,000,000.

Under the second lease for twenty years 345,449 skins were shipped, an annual average of 17,272; the highest average price realized was \$37; the concern is credited with making a profit of \$5,000,000.

The catch of pelagic seals for forty years, 1873 to 1912, reached a total of 968,586, an average of 24,212. Copper Island seal skins to the number of 288,732 have been marketed since 1891; during the same period the supply from other and less important rookeries has approximated half a million skins.

A summary of fur seal slaughter for the past forty-five years follows:

Alaskas, 1871-1889.....	1,990,062
Alaskas, 1890-1909.....	345,449
Alaskas, 1910-1915.....	45,000
Copper Islands, 1891-1910....	288,732
Pelagic, 1873-1912.....	968,586
Scattering, 1873-1912.....	500,000
Total.....	<hr/> 4,137,829

#### CLOSED SEASON

Under international agreement between the United States, England, Russia, Japan and Canada, no fur seal may be hunted or killed anywhere in the open sea for a period of seven years from May, 1911.

#### LATEST SEAL STATISTICS

In 1917 seal skins were shipped from Alaska to the United States, to the number of 7,061, estimated average value \$30. Probably 15,000 skins will be procured in 1918.

## Natives

Natives residing upon the seal islands, Saint Paul and Saint George, are cared for by the government, but make their living by killing, skinning and salting the seals and their skins, and capturing the blue and white foxes permitted to be killed each season; they receive \$2.90 for each seal skin taken, \$5.00 for each blue and \$1.00 for each white fox skin—these amounts constitute their allowance or wages for work performed. Many of the natives have saving accounts in the Union Trust Company, San Francisco, upon which they draw interest at three and one-half per centum per annum.

There are 190 natives on Saint Paul and 98 on Saint George Island; the females exceed the males in number to the extent of about four per cent.

## FUR SEAL ROOKERIES

Fur sealing as an industry dates from 1790, though the animal had been known for some years previous. Captain James Cook discovered them on Desolation Island in 1772, and on the Sandwich Islands where he spent the winter of the same year. Captain Widdall found them on the South Georgia Islands during his attempts to discover the South Pole. Smaller rookeries were found from time to time in all oceans, and in due course sealing progressed to the point of extermination.

No exact account of the total catches was kept, but it is estimated that 1,200,000 seals were killed on the South Georgia Islands, as many more on Desolation Island, about half a million on the Sandwich Islands and 2,500,000 on Massafuero Island, in the Southern Pacific. American sealers visited the last named island in 1797,

and some fourteen vessels were engaged in the trade at one time; it is believed that more than three million seals were killed in the course of six or seven years, all the skins being taken to Canton, China, where prices ranged from 50 cents to \$6.00 per skin.

Kerguelen, an island in the southern Indian Ocean, discovered in 1771, was thronged with fur seals, and in the following twenty years English sealers killed nearly 1,500,000 of the animals, and continued their operations until the seals were exterminated—a fair example of human greed.

The Croset Islands, also in the southern Indian Ocean, were at one time populated by fur seals—hunters killed every one.

Pribilov Islands, discovered by Vitus Bering, a Russian navigator, in 1841, in Bering Sea, off the coast of Russian America, now Alaska, have for more than a century been the resort annually visited by the greatest number of seals; the exact total has never been known owing to the impossibility of taking a census, thousands being in the sea all the time, and great numbers continually shifting from the shore to the water or from place to place on the land; a careful estimate, scientifically worked out about fifty years ago, placed the number at between five and six millions on the Pribilov Islands, or rather two of them, St. Paul and St. George. There are herds also on Otter Island and other small isles in the group.

Some years subsequent to discovery the Russian-American Fur Company took charge of the islands, but was chiefly concerned in the capture of sea otters, which were abundant and valuable, and consequently compara-

tively few seals were killed for some years, their fur being considered unattractive; later great numbers were killed for common consumption, and doubtless all would have been destroyed had not the Russian government wisely regulated the catch, which was reduced to about 32,000 per annum.

South Shetland Islands, south of Cape Horn, were discovered in 1820, and during the following three years were visited by a considerable number of sealers who slaughtered the seals, old and young, nearly 400,000 of them, ceasing operations only when there were no more seals to kill.

Shetland Islands, a small group northeast of Scotland, were formerly frequented by fur seals ranking above all others owing to the length, density and beauty of their fur—all killed.

Cape Horn, southernmost point of South America, was formerly the summer retreat of many seals; comparatively few remain at the present date.

Lobos Islands, off the coast of Uruguay and belonging to that country; these rookeries were formerly frequently raided by roving sealers, but for many years have been protected by the government, and all persons, except those employed to kill the seals, are prohibited from landing; the collection varies from seven thousand to twenty-one thousand skins per annum. The salted skins are shipped from the islands to Montevideo, and thence to England. The islands in this group that are frequented by seals are the Castillos, near Cape Polonio.

Falkland Islands, a number of rocky isles in the south Atlantic, were discovered in 1592; they belong to Great Britain; a few seal skins are annually collected.

Vancouver Island, on the Pacific Coast, property of Canada, is still frequented by a small number of fur seals, some of which have been taken each season; these seals, up to ten thousand in a year, were mainly killed off Cape Flattery, and doubtless formed part of the great herd moving toward the Pribilof Islands. Under international agreements the catch has been discontinued.

Cape of Good Hope, at the extreme southern point of Africa, has long been a source of supply, but in recent years the catch has been small. Sealing on the rookeries at this point is regulated by the Cape government.

Komandorski, embracing Copper and Bering Islands, off the coast of Kamtchatka, in Bering Sea, owned by Russia. For many years Copper Island rookeries ranked as next in importance to those on Saint Paul and Saint George Islands in regard to quantity and quality of fur seal skins annually marketed, the catch aggregating upwards of forty thousand pelts.

Robben Island, in the Okhotsk Sea, east of Saghalien, was at one time an important seal base, but prior to 1855 nearly all the seals were killed, and it became unprofitable for sealing vessels to visit the island. In 1870 the seals returned to the island in fairly large numbers, and many were killed. The island was taken from Russia by Japan in the recent war between those countries.

The Kuriles, some twenty-six small islands extending from Yezo to Kamtchatka, belonging to Japan, are regularly frequented by fur seals; collections of skins formerly varied from four to fifteen thousand per annum. The seals have been efficiently protected by the government since 1877.

## Unhairing

The remarkable success of seal skin as a fashionable fur dates from 1870, or subsequent to the purchase of Alaska, including the seal islands off the coast. Though the demand for seal skin garments in quantity began at that period, the articles manufactured were not only comparatively but actually low in price, and actual value, gauged by the appearance of the fur, and the artistic design of the principal seal production—the “seal skin sacque.”

The fur was intrinsically valuable, and when properly dyed by J. D. Williams, George C. Treadwell, or the best London and Paris houses, approximated a “thing of beauty”—note it was only nearly beautiful, owing to the fact that it was practically impossible, with the methods in vogue, to clear the fur of the long, harsh “water hairs,” a considerable number of which invariably remained in the finished fur; these hard hairs, which did not take the dye, plainly appeared as small white points at irregular intervals in the surface of the fur, marring the otherwise attractive article made of seal.

Early in the seventies Gustave and Ferdinand Cimiotti began a series of experiments to economically and completely remove these harsh hairs by mechanical process, and after much study and labor, and not a few defeats, finally perfected a machine which effected the desired result—the removal down to the roots of every hair in a seal skin. This achievement in unhauling instantly revolutionized the seal business by bringing into relief the inherent beauty, and greatly augmenting the

commercial value of the fur; and further immensely increased the popularity of seal skin as a high class article, the consumption in America rising from a few hundred to more than two hundred thousand skins per annum.

The Cimiotti unhairing machine was patented April 12, 1881; royalty rights were sold for Europe, and the device has been in continuous operation to date, both at home and abroad. The inventors adapted the machine to unhairing coney and muskrat skins with equally wonderful success, if not surpassing results, as these articles, when dyed seal color, are so transformed in appearance that only experts can distinguish them from seal; garments made of these skins of humble origin, when machined, vie with vastly more costly seal and are sold as near-seal, electric seal, Hudson seal and other similarly terminated titles. No other single influence approaches the Cimiotti unhairing process in changing the American fur trade from the common place of former ages, to its incomparably grander status of the present day.

Cimiotti Brothers dissolved February 14, 1894; the business has since continued under title: "Cimiotti Unhairing Company," at the present date with large factory and every essential facility at 413-415 Willoughby Avenue, Brooklyn.

Ferdinand F. Cimiotti died January 11, 1905, in the fifty-ninth year of his age. Gustave Cimiotti died June 5, 1914; born in Vienna, Austria, in 1841.



### STRANGE SEALS

Machinery, and the art of the skillful dyer, have produced more classes of seals than nature ever dreamed of; and yet, though found in many places, there is only one true fur seal—outside the transforming workrooms of a select number of furriers.

The plate above presents a fairly good portrait in miniature of the fur seal, erect at the rear of the group; this is the true fur seal, a real *pinnipedian*, so designated because its feet are developed by nature as fins. The fur seal has various high sounding names not even

vaguely expressive of the character, quality or value of the fur, namely, North Pacific specimens are of the genus *Callorhinus*; those familiarly known as plain Alaskans, are learnedly designated as, *C. Alascanus*; and frequenters of waters in the southern hemisphere as, genus *Arctocephalus*.

In fur stores, and stores selling furs, we may find apparel made of Fur Seal—a few such—Hudson Seal, Near Seal, Electric Seal, Baltic Seal and French Seal; none of the last five in the list is a pinnipedian, that is to say, a seal.

The specimen to the right, the one with a long round, furless tail, is a muskrat, born on the Jersey meadows or some New England marsh; it resembles a seal in being able to swim, but otherwise is not even distantly related or casually acquainted.

Some years ago when fur seal skin was popular and common, and the demand exceeded the supply, it was discovered that the pelt of the humble twenty-cent muskrat, when properly unhaired and dyed, looked so much like seal fur that only experts could "tell" which was which, and as they sometimes forgot to tell, metamorphosed muskrat was denominated Hudson Seal—it was merely accidental that calling the article seal helped the sale of the product, as there was no desire on the part of any one to lead the inexpert to suppose that this brand of seal was indigenous to the Hudson River or Hudson Bay. Not a few individual buyers of transformed muskrat were vaguely led to believe that the article was really seal; there is no record that fur seal productions were ever sold as treated muskrat.

By some legal action or suggestion a check was

placed upon advertising dyed muskrat as seal, regardless of the prefix; announcements latterly appearing in the daily press read: "HUDSON SEAL (DYED MUSKRAT)."

The animal to the left of the picture, he of the long ears, is not remotely related to the pinnipedia either in size, habits or habitat, and would drown if it should fall into the sea, consequently the learned rich who purchase and wear this inland fur are not supposed to suppose that it was skillfully trapped in the chill waters of the Baltic Sea.

The fact that the animal was born and reared in France may reasonably account for the first half of its common trade name, French, but not the more commercially important conclusion, seal.

Under the general rule governing—to some extent—newspaper announcements, latter day advertisements informingly read: "BALTIC SEAL (CONEY)."

Disguising titles, imposed to be excused, add nothing to the beauty and real value of these furs, and they doubtless would sell as well as hitherto if correctly offered as seal dyed muskrat, and seal dyed coney.



## Past and Present

We are wont to believe that we control our habits, but the reverse correctly voices the truth—our habits master us; custom rules with a rod of iron, and for generations has dominated the fur trade, not infrequently to its detriment. It passes belief, but is indeed true that for generations the trade in American raw furs was conducted in ways more peculiar than anything attributed by Harte to the heathen Chinese. For some eighty-three years, dating from 1830, almost the entire annual catch of American raw furs was shipped to London during the season of collection to be offered at public auction; a small proportion of the skins, particular articles specially wanted at the time, was sold to local manufacturers prior to final day for shipment to London, but the bulk of the skins were counted, baled and sent abroad as received. It would seem quite business-like were it not for the fact that American merchants followed the peltries to London, bought them in quantity and brought them back to America; some of the skins came back in the raw, others were returned dressed and dyed and considerably enhanced in cost if not in value by tariff charges added to ocean freight twice imposed. All the Alaska fur seal skins, a sacred American product, taken for forty consecutive years were brilliantly bundled about in that way; during the whole time, if given the opportunity, American dressers and dyers *could* have manipulated the skins, and American consumers, ultimate consumers of three-quarters of the catch of Alaska fur seal skins, *had* to buy at a

price augmented by freight and insurance charges to and fro across the broad Atlantic, a commission to the London sellers, foreign dressers' and dyers' profits, and the American duty.

It was the custom of the country, and the older merchants refused to be convinced that the raw fur business could be conducted in any other way, and so argued and believed until August 1, 1914, when hideous war dispelled the delusion.

The sale of American furs at auction in London was always properly conducted, and was the correct method of distribution, but the public sale should have been held in the Empire City of North America, the trade center of the continent.

It required nearly a year for American merchants to reach the conclusion that American raw furs could be sold at auction in America, and some sixteen months from August 1, 1914, to open the first public sale of national magnitude. War has not only reduced fortresses to dust, but it has annihilated traditions and doubts, and awakened an Americanism that is virile and unafraid, transformed and transforming, and abounding in "newness of life."

In the long ago, when the fur trade was a matter of beads, trinkets, scheming to exploit unsuspecting Indians, wreck competitors, and get the best of every bargain regardless of the means employed, there were men wholly mastered by greed for gold, and also "good men and true" who preferred an honest penny to an unrighteous dollar. It would neither be wise nor *interesting* to recall and record the names or chronicle the deeds of all, simply because they were once "in the fur trade";

some of them, like meteors, flashed and flamed comparatively but for a moment, and then disappeared, just as those little points of light "go out" in the still deep darkness of the night; others, less brilliant but equally hopeful, entered the ranks quite confident that they would be able to retire with a competence in a year and a day—and retired fully awake to the fact that a "painted ship upon a painted ocean" never enters port.

Patient, painstaking plodders alone remain; every one now at or near the top began close to the bottom and climbed, and laboriously kept on climbing, not on the run, but step by step, unafraid and unconquerable.

The following are the figures quoted in the price list of a leading New York fur house in 1867:

Silver fox, as to size and color.....	\$10.00 to \$30.00	
Red fox, northern and eastern.....	1.25 to	1.50
Red fox, Pa., N. J. and Ohio.....	1.00 to	1.75
Red fox, western and southern.....	.50 to	.75
Cross fox, as to size and color.....	2.50 to	6.00
Grey fox, northern and eastern.....	.40 to	.50
Mink, N. Y. and eastern.....	1.50 to	2.25
Mink, N. J., Pa., Ohio, Ind., Ill. and similar .....	1.25 to	1.75
Mink, southern sections.....	.50 to	1.25
Marten .....	1.50 to	1.65
Fisher, northern and eastern.....	2.50 to	6.00
Raccoon, Mich., N. Ind., Indian handled	.60 to	1.00
Raccoon, N. Y., No. Pa. and eastern....	.40 to	.50
Raccoon, southern states.....	.10 to	.25
Otter, northern, eastern and N. W.....	3.50 to	5.00
Otter, southern sections.....	1.50 to	3.50

Bear, northern and southern.....	2.00 to	8.00
Beaver, northern.....	1.00 to	1.50
Opossum, northern, cased.....	.06 to	.08
Skunk, prime black, cased.....	.10 to	.12
Skunk, white and black.....	.03 to	.05
Muskrat, spring.....	.14 to	.16
Muskrat, fall and winter.....	.07 to	.08
Muskrat, southern.....	.05 to	.06
Wildcat, northern and eastern, cased...	.35 to	.50

The following are prices quoted in December, 1916:

Silver fox, dark skins.....	\$2.00 to \$1,000.00	
Red fox, northern and eastern.....	1.50 to	14.00
Red fox, Pa., N. J. and Ohio.....	1.00 to	7.00
Cross fox, all sections dark.....	15.00 to	75.00
Cross fox, all sections pale.....	6.00 to	30.00
Grey fox, northern.....	.45 to	2.00
Mink, New York and eastern.....	.75 to	4.00
Mink, N. J., Pa., Ohio, Ind.....	.60 to	3.50
Mink, southern sections.....	.35 to	2.25
Marten .....	1.00 to	25.00
Fisher, northern and eastern.....	6.00 to	25.00
Raccoon, except southern.....	.20 to	3.50
Raccoon, southern states.....	.15 to	1.60
Otter, northern and eastern.....	3.00 to	16.00
Otter, southern sections.....	1.75 to	10.00
Bear, northern and southern.....	1.00 to	20.00
Beaver, northern.....	2.00 to	8.00
Opossum, northern.....	.05 to	.80
Skunk, prime black.....	2.00 to	3.50
Muskrat, fall and winter.....	.20 to	.45
Wildcat, northern.....	.75 to	4.00

The higher prices of 1916 ruled in spite of the fact that the collection was much larger than in 1867, and all Europe had been at war for two years, causing a very marked reduction in exports.

In 1875-1876 manufacturers complained that it was well nigh impossible to operate profitably on account of the prevailing high prices of raw furs; the ruling values were:

Prime black skunk, \$1.75 for number 1; \$1.00 for number 2, and 50 cents for number 3.

New England mink, \$3.50, \$1.75 and \$1.00.

Western raccoon, \$1.00, 40 cents and 20 cents.

Cross fox, dark, \$5.00, \$2.00 and \$1.00.

Best section opossum, 30 cents, 20 cents and 10 cents.

Forty years later, season of 1916:

Prime black skunk, \$4.50, \$2.50 and \$1.50.

New England mink, \$4.00, \$3.00 and \$2.00.

Western raccoon, \$3.00, \$2.00 and \$1.00.

Cross fox, dark, \$75.00, \$50.00 and \$35.00.

Best section opossum, 80 cents, 50 cents and 25 cents, according to exact grade.



## THE TRAPPER

The alert trapper—his number is legion—holds an important place in the ranks of the army of persistent men who have made and maintained the fur trade of America, and upon whose efforts its continuance is dependent.

He is “to the manor born,” a native of wild woodlands, vales and hillsides; a lover of nature, sunny skies, trackless forests, flowery fields and rippling streams; nature in all her moods—balmy days, frosty nights, gentle or devastating storms of rain, snow or hail; in summer and winter, heat and cold, day and night, he goes his way in the open, trustful, fairly content and unafraid.

He finds marked satisfaction in studying the furry people inhabiting the meadows and marshes, lakes and brooks, woods and uplands, surrounding his humble home; learns all the works, habits and cunning ways

of the fur-bearers, and in matching and mastering their natural intelligence makes them his.

The period of the trappers greatest activity in procuring fur is determined for him by protective nature, and runs from the first frosty nights in late October to the breaking up of the ice in lakes and streams in early April, the only days in all the year when the fur upon the animals is prime, every way at its best and most valuable.

The lot of the trapper, upon whose activities the fur business depends, is not an easy one; his battle for success, rarely more than daily bread, is fought out in days and nights marked by floods and snow and ice and freezing winds, which only those who love the free and open country would dare to encounter. His reward, even when he garners all, is meagre, and falls far below his deserving; but exact justice is not insistently dispensed, as a rule, in matters affecting money.

### TRAPPING SEASON

Fur-bearing animals are protected in nearly all the states by special laws plainly limiting the portion of the year during which they may be trapped, shot or otherwise taken for their pelts, or for breeding in captivity; where no laws have been enacted for their preservation fur-bearers have become nearly extinct as the result of excessive trapping summer and winter; the state evidencing least wisdom in conserving wild animal life as an important asset is Pennsylvania; some of the New England, Western and Southern States, while having given the matter moderate attention, cannot do more than report progress.



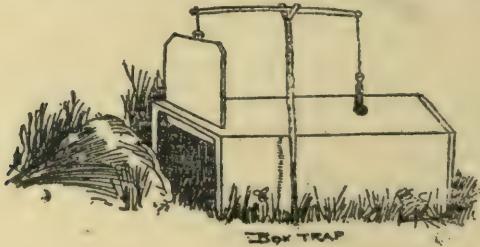
In nearly all sections the open season for trapping begins November 1 to 15, and closes, generally, either March 1 or during that month; in some sections the open trapping season for muskrats, which are best in fur early in spring, is extended to near the middle of April.

Exact dates are not recorded here owing to the fact that they are not the same in all the states, and are usually changed to some extent each year.

### TRAPS

Traps used in catching fur-bearing animals are in the main cruel devices, the exceptions being pits and boxes designed to catch the animals alive without injuring them in any way.

Spring traps having strong steel jaws which in closing mangle the flesh and break the bones of the creatures caught therein, inflict great suffering until the captive is finally killed by the owner of the traps; this suffering might be reduced to a minimum by trappers visiting their traps and releasing the imprisoned



animals at the earliest possible moment. This is required by the laws of some states, is done independent of laws or no laws by the more humane trappers, but should be the universal practice.

A trap which will instantaneously kill should be devised, and doubtless will be when generally and insistently demanded, or trapping is legally prohibited by any other means.

### PROTECTIVE LAWS

Credit for according material assistance in maintaining the fur trade of America is due to the legislators of a number of the states, though many of the laws passed for the protection of fur-bearing animals are "fearfully and wonderfully made," and adequate provision for their enforcement is rarely well considered. At the outset it was assumed that fur-bearers, though a "feeble folk," ought to take care of themselves, and that any one possessing a supply of salt to place upon their tails had the right to capture and keep as many as he desired. When the bison was swept off the western and southwestern plains and prairies by greedy tongue and hide hunters, and the beaver was practically exterminated in all penetrable portions of the land, the lawmakers reluctantly awoke to the fact that a valuable asset had been foolishly destroyed, and that all fur-bearing animals would soon disappear unless fairly good laws were speedily enacted for their reasonable preservation. At first such laws were placed upon the statute books of only a few states, but in succeeding years the lead was followed by one state after another, and at the present time Arizona, Kentucky and Oklahoma are

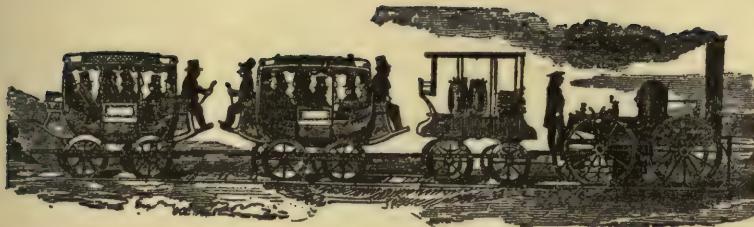
the only states affording no legal protection to fur-bearers; ten other states have adopted laws of very limited scope. California, Colorado, Montana, New Mexico and Washington protect beaver at all times. Florida and Utah laws protect beaver and otter in the former from February 1 to October 31, and in the latter all the time. Mississippi provides a brief closed season for bear only. Wyoming provides protection for beaver to September 15, 1919, and Arkansas and Nevada to 1920.

In some of the states the fur laws might readily be changed for the better, particularly in setting the opening date a little later in states which permit trapping to begin November 1. There is imperative need of a stricter enforcement of the laws in all the states, and it is to the interest of trappers and raw fur merchants to co-operate in effecting this result. A considerable number of fur-bearing animals are caught annually many days in advance of the open season, at which time the fur is nearly worthless.

This practice is effectively discouraged by reputable members of the trade, who refuse to accept such pelts at any price—there are, however, other dealers, those who get busy in fur from November to April, who take any skin offered in which they think they see a profit.

The Federal Government has enacted excellent laws for the protection of all species of fur-bearers found in Alaska.

Fur-bearers are ideally protected by laws in all the Provinces of Canada—ideal, not alone because the laws are wisely framed, but definitely on account of the fact that they are rigidly enforced.



FIRST TRAIN ON MOHAWK VALLEY R. R.

## TRANSPORTATION

Raw furs in the beginning were transported from the localities in which they were secured in the woods, lakes and streams, on the backs of the successful buyers, the longer carries requiring many days and much physical strain. Later the season's catch of peltries was collected at chosen points along the rivers or borders of the lakes, and then more easily and swiftly transported to the principal posts in strong canoes—and still later in steamers.

The accompanying illustration shows a fairly good picture of the first locomotive and train ever run over the Mohawk Valley Railroad; the line was surveyed in 1830, and the road was opened in September, 1831; the train consisted of three coaches drawn by an engine of three and one-half tons.

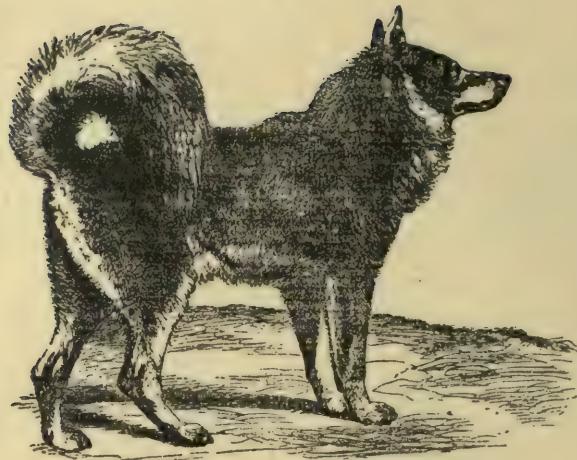


RACCOON



WALKING





ESKIMO DOG

## DOG

During the first one hundred and fifty years of the fur trade in America, though man was the ruling spirit, the master mind, he did not achieve success solely with his willing hands, the unreliable guns of the time, spears, bows and arrows, pitfalls, or sundry minor devices, but was definitely and importantly aided in his enterprise by the plain, every-day dog—not just one kind of a dog, but dogs of every size and color abounding in the diverse canine family; any kind of a dog that would tree a coon, chase a fox, run a skunk to earth, or face a wildcat was employed and kept on the payroll so long as it produced results—failures were quickly given passports to the land of nod.

Dogs were used to discover, pursue and in instance to kill fur-bearers in all parts of the country, from the vast wilds of northern Canada all the way south to the

Gulf of Mexico, and from ocean to ocean, and they were extremely effective in increasing the catch of fur year after year—a record sustained without a break to the present day.

Aborigines of North America possessed many dogs, a greater number than the white man of average wealth can now afford, and considered them indispensable, as live assets yielding satisfactory usury, and in the long run more effectual than the crude traps of the period in capturing, or aiding in the capture of game and fur-bearing animals of practically all species.

The dogs, in view of their remarkable utility were not generally as well cared for during their lifetime as one would reasonably suppose, but when they died they were accorded many honors, and their remains were borne to their last resting place in evident esteem and regret. The Indians believed that the spirits of the canines joined those of the braves and buffaloes that had gone on before to the "happy hunting grounds," and that they would find them there and successfully hunt with them when it came their turn to cross the "great divide."

The mound builders of Tennessee buried dogs in the graves of children, who were considered too young to trace their way alone to the realm of departed spirits. Early natives of Mexico entertained the same opinion. The belief still prevails in some rural districts, and seemingly now and then in the ranks of the ultra rich.

Dogs are used not only as fur finders, but as guardians of the trappers' hut and his catch of peltries left therein during his visit to the trap line.

They are also employed, and more importantly, to

transport the trappers' collection of peltries from his trapping grounds in the wilderness to the verge of civilization.

In the far north, the vast unoccupied Hudson Bay section, and the wild districts of Alaska, where snow and ice abound for many months in the year, fur-bearers of superior interest and value abide and multiply; some of the best trapping sections are hundreds of miles distant from the farthest outlying settlement, and the knowing professional trapper regularly journeys to these remote, uncharted regions accompanied by a pack of dogs drawing supply-laden sledges, and remains in the dreary solitudes from September to May following, or a longer term, hunting and trapping black and silver foxes, lynx, fisher, marten and other prized fur-bearers.

In the spring, while the snow remains and is frozen hard, the trapper arranges his collection of peltries in firmly bound packs, loads them on the sledge, and his dogs draw them to the trading post from which he set out the previous year; on his arrival he exchanges his fur for such things as he needs during his sojourn on the border and for his next expedition northward.

The dog is not only a finder and a fetcher, but is the "real thing," the fur itself; the pelts of many thousands of dogs, particularly those bred for the purpose in China, are annually used in the fur trade of America in the production of robes and men's fur coats.

Every alert trapper of to-day has at least one valuable, well-trained dog—a specialist—good for coon, great for skunk, or incomparable as a fox finder; and these intelligent dogs materially aid the men afield in maintaining at its maximum the fur trade of America.

## Tariff

The United States tariff on imported goods of high and low degree has affected furs and furry things to a greater or less extent ever since there was a tariff, whether operated under manifold decisions, either for protection or revenue. For a long time the tariff laws were quite easily understood, the schedules being tersely set forth as follows: "raw furs, free; dressed and dyed fur skins, twenty per centum ad valorem; manufactured furs, thirty-five per centum ad valorem;" the last two rates were designed to protect an "infant industry," the particular infant being only a little more than a hundred years old. As time passed, and it never stood still, customs appraisers, specially capable in electing the candidate of their party, made something like twice in awhile marked, marvelous, diverse and incomprehensible rulings regarding the constitution of fur, resulting in tribulation and uncertainty, appeals and more appeals, and trials resulting chiefly in painful delays and much unnecessary expense.

Merchant appraisers were called into being, and were overworked without becoming a profound success, not on account of the facts involved, for they knew fur perfectly, but because of the opinion that it was the duty of every official to protect the tariff, and let the particular industry take care of itself.

Then General Appraisers were appointed, succeeded by Boards of Appraisers, and more distinctions, doubts and difficulties, until no one presumed to know the proper classification in advance of its official determination; conditions have improved under wiser heads, but

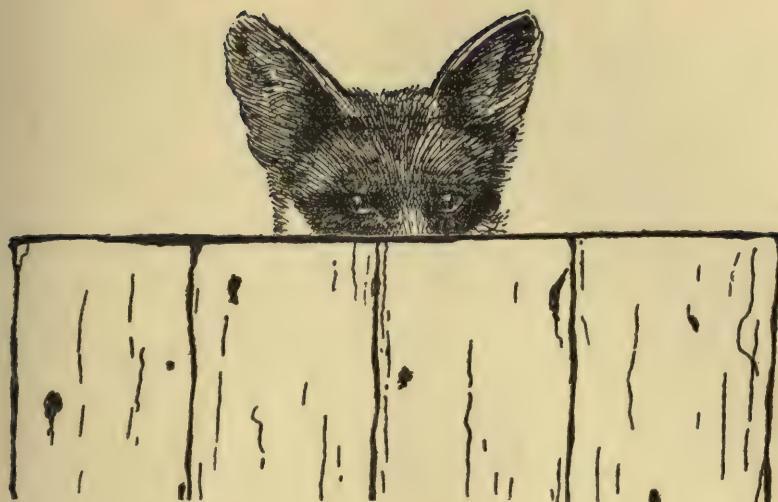
it should be borne in mind that no one can say what will be next in the form and substance of import duties. We merely know that many startling official rulings, closed to secondary appeal, have been promulgated: pony skins, originating in Russia, have been classified as "fur"; frogs' legs, for want of a national term, have been assessed for duty as "dressed poultry," and live snails have been admitted for revenue as "wild animals."

Goose skins dressed with only the down remaining thereon were assessed at forty per centum ad valorem as "manufacturers of down"; protest, then a judicial ruling was handed down by the Board of United States General Appraisers, July 23, 1917, declaring that "duty should have been assessed at the rate of thirty per centum ad valorem under paragraphs 348 and 386 of the tariff act as furs dressed on the skin."

The goose skins in question, regardless of the learned ruling, will pass into consumption as swan's down.

Practically all of the conflict in determining tariff classifications and rates of duty springs from the opinion, entertained by examiners at the seat of customs, that where skillful classification may impose either of two rates of duty seemingly lawful, the higher rate should be constrained to apply.

Tariff troubles of a furry nature have their beginning at New York because it is the port of entry of nearly all fur receipts from over seas; though the experienced distress has its inception in New York, after final appeals and protests have been sifted and settled, the thrill speeds over the entire continent, for in every instance the unsuspecting consumer pays the duty, and plus—but not on furs only.



## FUR HEADWEAR

Adown the ages to fifty years ago New York City experienced real winters with a succession of heavy snowstorms; in those comfortable days the snow was cleared from the sidewalks, but was allowed to remain on the streets until it trickled away in its dance to the sea in the glad springtime. In that wintery era public sleighs daily transported fur-robed and fur-capped men and women from the East River ferries to the uptown districts, and the bracing ride was doubtless more heartily enjoyed than a dash, dangerously near the speed limit, in high powered autos in this snowless age.

Fur headwear, mainly caps, was almost universally worn by men and boys, and was considered necessary to real comfort. New York was the source and center of supply, though many dozens of fur caps were also made at Albany and in Brooklyn, and in more moderate

quantity in a few other places; the furs used comprised muskrat, otter, beaver, and some fancy and cheaper furs. Many manufacturing furriers, who in the course of time became prominent in the production of ladies' furs—capes, stoles and muffs—began their careers in the trade in the manufacture of fur caps.

As the years passed the Empire City gradually became an ever enlarging treeless tract, an expanded area of stone and brick, and the snowfall materially decreased in volume, and for the convenience of trade and traffic the smaller amount of snow falling at intervals in successive winters was promptly carted from the streets and sent adrift in the rivers east and west, and the public sleighs, the jingling bells, disappeared from the once cheery thoroughfares, and the fur cap gradually declined in popularity in the American metropolis.

When seal skin became fashionable, some forty years ago, caps, toques and hats for both ladies' and men's wear were quite extensively made of this fine fur; the production continues, but is chiefly in ladies' goods. Other fur hats for women and children are made in New York in mink, beaver, chinchilla and other skins as fashion demands.

Fur caps are still worn in winter by men in the northwest and west, the goods being manufactured in New York and at various places in the sections of consumption.

Ladies' headwear, made wholly or in part of fur, is fairly popular at the present time.

## The Furrier

The expert practical furrier is the corner-stone upon which a successful fur business is reared; his wonderful manipulation of knives and needles gives permanent form and effect to the designer's fancy, produces marvels in artistic excellence, and on demand almost literally develops "something from nothing" owing to his great proficiency in cutting, matching and piecing together not only whole and half skins, but fragments so tiny, mere bits, that many hundreds are required to compose the lining of a single garment. In work of this character the leadership, long since attained, is unapproachably maintained by the practical furrier.



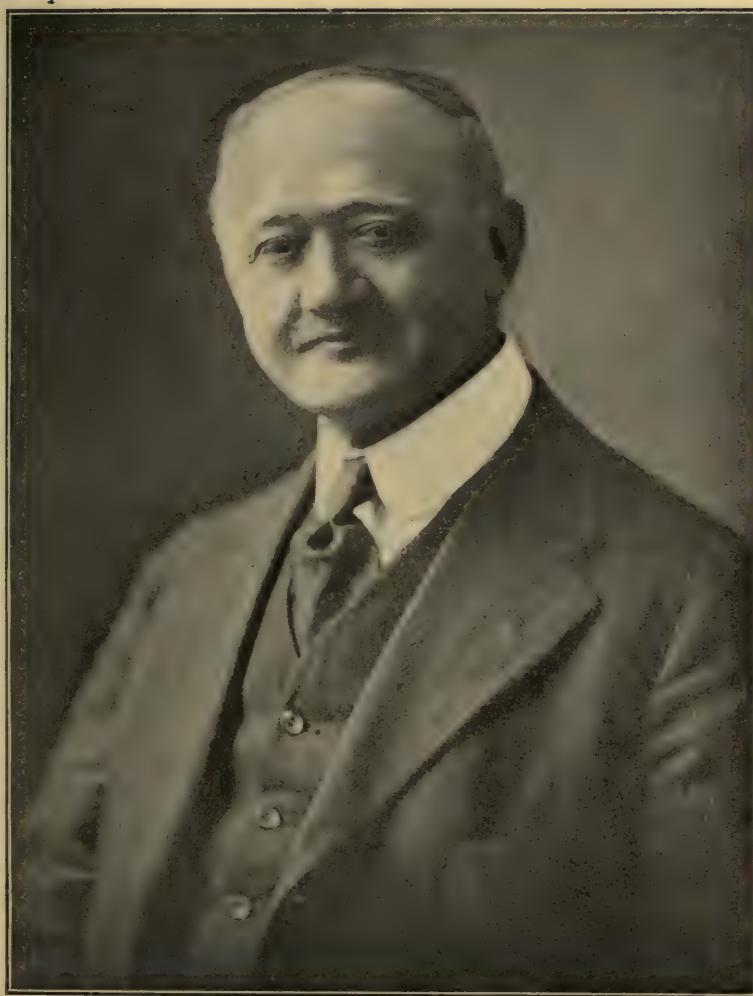
## **Joseph Steiner**

## **David Steiner**

Joseph Steiner entered upon his successful career in the fur business in New York City in 1876, briefly in association with Henry Kraus, and then with his brother, David Steiner, formed the firm of Joseph Steiner & Brothers, under which style it has continued to date.

From the beginning their motto might well have been "work and win," for no house engaging in the fur business during the past fifty years, or earlier in so far as we can ascertain, has manifested greater industry in business building; each member of the firm has continuously devoted his time, talents and physical powers to the development of the commercial and mercantile interests of the house in all possible fields, domestic and foreign, neglecting no opportunity, great or moderate, whereby the ends desired might be attained. In an exceptional degree the very pronounced success achieved in the more than forty years is to be credited to the personal efforts of the members of the firm, who from first to last have unweariedly pressed forward wherever duty beckoned.

In the earlier years of the business the firm recog-



**Joseph Steiner**



nized the wisdom of establishing strong trade relations with all important home markets, and sound, enduring connections abroad—they were building both nationally and internationally—and in those days the members of the firm were great travelers, not only in the United States, and northward into Canada, but again and again across the high seas; their constant journeying occasioned wonder—one member, as an instance, would return from Europe in the morning, and on the evening of the same day another, released from house duty would be on the way west or to Montreal, and almost immediately following his return would again speed from sight on an outward bound ocean steamer—and always on business bent.

That remarkable round of personal work—no eight hour day in it—enabled the members of the firm to meet and master every detail of the business problem and difficulty of the first days and the succeeding years, which as they passed brought the anticipated reward—success won by patient and persistent industry and devotion to the right.

The firm to-day stands at the front among importers and exporters of raw, dressed and dyed furs, and raw fur merchants; shipments of North American peltries are received from trappers and collectors in all best sections. The New York warerooms and offices are at 115-127 West Thirtieth Street.

Joseph and David Steiner are invariably consulted upon every important trade matter; are prominently identified with all public spirited enterprises affecting

the progress and welfare of the business; and are ever quick to participate in any movement of moment affecting the status of the industry to which they have unreservedly devoted their time and interest—the best at their command.

The indefinite continuance of the name, than which none ranks higher in worth in the trade, is assumed by the action of the house on January 1, 1917, at which time an interest in the firm was given to Simon J. Steiner, Julius Steiner, Albert J. Steiner and Sol. Steiner, all sons of the senior member.





David Steiner



## SEWING MACHINE

From the beginning of fur manufacturing to a date well past the middle of the nineteenth century furs were sewed by hand; near the latter period some of the work was done on medium grades of furs with the earliest devised machines, which were designed for sewing goods of a very different character. Extremely proficient hand sewers, men and women, were required to perform this particular part of the manufacture of fine furs, and consequently it was not only time consuming, but costly.

Various attempts were made to perfect a machine that would do the required work better and more quickly than it could be done by manual labor, and near the beginning of the last quarter of the nineteenth century a fair degree of success was attained by two or three skilled mechanics, but the results effected by the first fur sewing machine were not wholly satisfactory to furriers producing high-class goods.

In 1890 the problem was taken up in earnest by an expert in existing sewing devices, and in 1895 a machine was produced which met all reasonable expectations; the machine was accurate, speedy, light running, and was available for sewing light or heavy skins, the cheapest or the most costly peltries. A very pronounced advance in manufacturing immediately followed, new firms were formed to begin operations as quickly as sewing machines could be produced; the number of manufacturers increased each season, and their output was many times greater than when they depended upon hand sewing.

The fur sewing machine has been instrumental in incalculably magnifying the manufacturing branch of the fur industry in America, and the old world as well.

In 1895, after five years of study and experiment, S. M. Jacoby produced a fur sewing machine which worked perfectly, sewing equally well furs of every description, and enabling manufacturers to increase their output many fold.

The Jacoby machine makes a uniform, firm stitch, an even and pliant seam, and sews plebeian and the most aristocratic furs with equal facility and satisfaction. The Jacoby machine met with instant favor, and for many months the capacity of the factory was strained to the utmost to meet the demands of alert furriers in New York, and later in Canada and Europe.

Sundry and material improvements were made from time to time, until the inventor deemed he had attained perfection.

Frederick Osann a little later than the preceding devised, and subsequently perfected, a fur sewing machine which is in successful operation in America and Europe.

It is the opinion of manufacturing furriers that the fur sewing machine has been definitely instrumental in imparting a finish not attainable in hand sewing.



## AVIATION

There is an increasing demand for fur to meet the experienced needs of aviators, many of whom, essentially those operating in war zones, ascend to great heights in the air where the temperature is below freezing. Bird men do not choose the finer furs, but carefully select those that are classed as wind-resisting and cold-excluding; raccoon, goat, wolf and Australian opossum serve best and are most in use.

# Fashion

It may be that there was a time when to assert that an article of attire was "in fashion" clearly awakened the impression that it possessed excessive charm in more respects than one; but the term "fashion" has ceased to be thus expressive in consequence of its unrestricted application to fads and fancies, things of beauty in measurable degree, and "best sellers" of the moment quite regardless of importance, significance or intrinsic value—a priceless robe, a simple sleeve, a brittle button a color or a curve are all alike classed as "in fashion."

Formerly an article that was truly fashionable, was at the same time rather exclusive; in these more democratic days the particular thing, or *style*, declared to be in fashion is adopted by all who can afford the price and care to mingle with the many and be lost in the multitude.



1817

Dame Fashion rules; is autocratic; supreme; discards one fabric that is perfectly good, sets it aside regardless of its beauty or intrinsic value, and adopts something else not a whit better or more attractive, effecting the change merely as an assertion of regal authority.

The law of supply and demand has not been repealed, but is in detail definitely in force and operation; it is not submissively recognized, however, in the realm of fashion, except when fashion consents, cooperates and commands, and even then—so far as furs are concerned—extreme favor is accorded to a single article, or rarely more than two simultaneously.

Wheat, or even common potatoes, may at times be in

exceptionally small supply, considerably unequal to the demand, and in consequence a rise in price occurs, and the advance in value, or price, thus occasioned extends to all wheat and potatoes; the same rule is operative with regard to all other necessaries.



1917

MADAME MINK

Of the thirty or more varieties of fur-bearing animals there may be at one time more than twenty million skins in the markets of the world, but of these thirty odd different kinds of fur—differing in color, texture, fineness and beauty, but all fur—only one variety is in extreme fashion; the number of skins may be twenty or one hundred thousand, but at the utmost obtainable at the particular time insufficient to meet the demands of all fashionable consumers, and under such conditions the price per skin will advance enormously, and the other classes of skins, including those of equal or greater natural worth or beauty, will remain stationary or even decline in price, with the exception of two or three articles very similar in appearance or susceptible of manipulation as remarkably good imitations, which generally advance somewhat in harmony with the leading fur of fashion. The one fur in strong fashionable favor one season, and which in consequence has suddenly advanced one, or more than two hundred per cent. in price, may be quite neglected a year or two later, and on that account decline in value more than it had advanced in obedience to fashion's decree.

Fashion in fur changes frequently; the range in differentiation includes jackets, capes, full depth garments, stoles, scarfs, neckwear of various names, muffs and trimmings varied in design, fit and combinations, which come and go in alternation; these are only the forms, the real fashion changes are more noticeable in the class or color of the fur; mink enjoyed a long reign, and choice skins were "up" to approximately twenty dollars, and mink passed out, and though intrinsically worth "as much as ever," declined to a tenth of the top notch figure; seal, changed from time to time in



form and finish, succeeded and was queen for a quarter of a century, and then near-seal, an excellent imitation, found favor; next, fox had a rather long day, followed by lynx, natural raccoon, and fitch. Latterly fur, just fur, has been so universally popular from the frozen north to the balmy south, that the coats of all fur-bearers are used—but natural black and silver fox, Russian sable and ermine command sufficiently high prices to meet with measurable satisfaction among the exclusive four hundred.

Fashion, not supply and demand, rules. In 1848 a total of 225,000 muskrat skins was sold at public auction in London at an average price of two pence per skin; sixty-two years later 4,000,000 muskrat skins were sold at an average of fourteen pence per skin. All fur skins show a similar record; for some furs the fluctuation is not expressed in pence, but in hundreds of pounds.

For many centuries the world, sycophants predominating, kings and queens idly set the fashions; these royal personages, supported by the state, were in

a class by themselves, but of late the class has become so small that fashion experts have to roam afield in quest of other models and manikins.

American designers may cheerfully turn from the whims of kings, and find in the sensible and serviceable a profitable field for the exercise of their skill in devising apparel worth while for the world, because good enough for America.



MISS BLACK MUSKRAT



LADY HUDSON SEAL

Both garments are made of muskrat fur; the first is in the natural state, except that it has been cleansed, or "dressed"; the second has been dressed, machined and dyed, and considerably increased in price.

## American Fur-Bearers

Many of the more important fur-bearing animals, considered from the standpoints of quality and quantity, abound in the United States; some of the various species are noted in detail in the pages immediately following, and others will be accorded due notice in the division of the work separately devoted to Canada.

### SEA OTTER

A mature sea otter varies from forty to sixty inches, and in instances exceeds six feet in length, including the short tail; the skin sets loosely on the body of the animal, and may be stretched moderately in excess of the apparent size. Marked variations are noted in the color of the fur; the predominant hue is a rich, lustrous black, interspersed with glistening silvery hairs irregularly distributed over the surface of the dense fur on the back and sides of the animal—such skins are designated “silvery.” Other specimens are deep brown shading into black; some are a beautiful dark plum color, many are bluish-grey, and a few show a yellowish tinge; the under portion of the body is in all specimens lighter in color than the back.

Black, silvery pelts are considered the most beautiful, and invariably bring the highest price—somewhere near the two thousand dollar mark for an exceptionally fine skin.

The sea otter is an amphibious animal, and is found on the great Kelp beds along the Pacific Coast, the northern shores of Siberia, on the several islands adjacent to Alaska, and at Kamtchatka.



SEA OTTER

Somewhat less than a century ago it was estimated that upwards of fifty thousand might be taken in a year, but ruthless slaughter reduced the number to a few hundred at the close of the nineteenth century, and at the present time very few remain, and these would undoubtedly be caught in a year except for the protection accorded by government regulations.

The fur of the sea otter is indescribably beautiful, attractive and luxurious, and exceptionally durable, a combination constituting it intrinsically the most valuable of all furs—in instances a single black fox pelt, purchased on speculation, has brought a higher figure than a sea otter pelt, but the exceptional difference was not a criterion of value.

For hundreds of years the fur of the sea otter was in good demand in China, being extremely popular with the court at Peking, and Mandarins at the north; for many years this lucrative trade was supplied by Russian merchants, the skins being collected at and

shipped from Onalaska; in later years Spanish and American merchants, operating on the Pacific Coast, largely participated in the trade.

Fur of the sea otter has long occupied a leading position in favor with the royal family and the nobility of Russia, who fully realize its many incomparable qualities—beauty, attractiveness, comfort and durability; this costly fur is used in Russia for lining cloaks, loose wraps and men's great coats, for making attached and detachable coat collars, small garments, superb muffs, and chiefly as a border or trimming for coats and wraps composed of various furs, silk, velvet or extremely fine cloths.

### MINK

The mink belongs to the weasel family, of which it is one of the larger members, and though found in many parts of the world varies considerably in size, color, luster and density of fur, qualities determining trade value; mink of the better grade, as regards size, color, sheen and richness of fur, have their habitat in the United States and portions of Canada; the best furred and darkest are found in Nova Scotia, other small sections of Canada, and the New England States; very good skins are regularly procured in New Jersey, New York State and adjacent localities. Larger mink yielding fur of medium quality are found in Alaska, of lower grade in the Western States, and smaller and inferior specimens abound in the South; the mink touching either extreme in size, six or twenty-five inches in length, with rare exceptions, has a coat of short, coarse fur of poor color, and consequently comparatively small value.

The color of mink fur varies greatly, ranging from

pale brown, tending to yellow, through all the shades of brown to nearly black; a line or stripe of black runs down the back from heel to tail, adding much to the beauty and distinctive character of the pelt and garments made of it.

The mink, with some exceptions, has a small white or pale yellow spot on the throat, and a dark spot of fur, inferior in density and luster, on either side of the head; these off-color fractions are cut out of the skin and sewed together into coat linings; expert fur sewers



MINK

piece together from eight to twenty of these spots in a block of four square inches, and from two to four thousand are required to form a lining.

The furry tail of the mink, varying from six to eight inches in length, and which is dark brown to brilliant black in color, is split lengthwise on the under side, spread flat, and then a number of the tails are sewed together, side to side, to form a handsome trimming for finishing the bottom of a mink wrap, or garment of a different fur, velvet, plush or fine cloth.

The long over-hairs, which are remarkably lustrous, rather than the soft under fur, constitute the real beauty of mink; this quality mark is most pronounced in skins taken in December and January, at which time the fur is densest and most brilliant. If caught too early in the autumn the under fur and long hairs of the mink are

not fully developed in quantity and luster; if caught too late in winter many of the glossy hairs are broken or rubbed off, owing to the fact that in seeking food, woefully scarce "midst snow and ice," the animal enters every discovered opening in earth or stump or log, many of which are too small to permit the ready passage of the body of the hungry hunter, with the result stated above.

If caught too late in the spring the fur will be "off color," or faded, and much of its beauty will have vanished owing to the absence of a large proportion of the long hairs, as the animal sheds its fur and hair as the days perceptibly lengthen and the temperature rises.

Mink fur, caught at the proper time and in best sections, is not surpassed in attractiveness, and on account of its great durability is the most economical fur to purchase for personal use, even when ruling high in price; but while it is in every respect worthy of the utmost favor of the "four hundred," the really superior thousands and the multitude, like all articles of apparel it is subject to the whims of fashion, coming into favor with a rush, and going out at a bound, but too truly of standard worth to pass wholly into the discard; consumers who best know the superior qualities of mink, and who can afford to be indifferent to fickle fashion, wear mink at will—and every season many wisely will.

When mink strongly waxes or wanes in fashionable favor the price per skin increases or decreases to an incredible amount, remembering that the intrinsic value has not changed; in 1860 prime eastern skins in the raw were worth ten dollars each, and advanced to fifteen dollars prior to the close of the war of the Rebellion; at the public sales in London in March, 1866, similar

skins brought less than nine dollars, in the spring of 1878 about three dollars, and in 1883 one dollar and fifty cents; the swing back to ten dollars was not completed until near the beginning of the second decade of the twentieth century. A decline in price immediately followed the outbreak of war in 1914.

Not all manufactures of mink are strictly what they seem to be; when the finest dark skins are very high in price, inferior sorts are darkened, or "blended," by applying a tincture to the fur; some blended skins are sold as natural eastern; the deception is not practiced by reliable furriers.

Lady Newrich or Madame Pride, just to be a little different from the "common run," may desire a mink cape thirty inches in depth; nature's offering consists of skins close to twenty-four inches in length, manifestly a little short; a skilled fur worker can increase the natural length by piecing on part of another skin, and do it well, but not "so that you wouldn't notice it" by comparison with selected eastern skins made up on order regardless of cost. A few furriers, and only a few, have mastered the art of lengthening a mink skin within certain limits; the workman very skillfully effects the desired result by cutting little notches in the skin, the leather side; these small slits are cut from right to left and then vice versa along each side of the pelt from the head downward to the end, and the skin is then gently pulled lengthwise until the notches are drawn out and the sides of the pelt again become straight edges.

A cape of lengthened dark mink skins, finished with mink tail border, will attract general attention on

account of the unusual depth and beauty of the skins composing it.

Mink fur is used in making superb cloaks, coats, capes, and fitted jackets, collars, stoles, scarfs, muffs, and ladies' hats; it is also particularly attractive as a wide or narrow trimming, or a lining for men's coats of best quality. This choice American fur is worn at home, and is accepted on merit abroad.

## Beaver

The North American beaver is about forty inches in length, and has a well proportioned body; the raw skin as sent to market is stretched "open," and varies from oval to nearly circular in form.

The beaver is found in many parts of the United States and Canada, and formerly was abundant in all sections, but owing to the fact that the animal builds very noticeable dams and houses, the comparative ease with which it may be captured, and a strong continuous demand at remunerative prices, the beaver has totally disappeared from many places, and the annual collection of skins, formerly exceeding a quarter of a million, has declined to less than one-half that total. For a long term of years the Hudson's Bay Company alone secured upwards of two hundred thousand beaver skins annually, and the catch remained above the one hundred thousand mark until about 1890—but has not approached that figure since.

Trappers and hunters in years agone captured the beaver both by shooting and trapping, but for an extended period traps only have been used, as shooting

damages the pelt, and causes the animals to leave the locality.

From the date of its discovery in America the beaver has been persistently hunted and trapper pursued wherever found, in many districts, down to the last member of the colony; long before America was known the beaver was hunted and skillfully trapped by native red men for its fur and as an article of food. The trapping of the beaver was readily taken up by the earliest settlers in America, who later employed Indians to procure beaver skins in quantity, and skins brought in by the latter were always in good demand because carefully and correctly handled.

In skinning the beaver, experienced trappers cut the skin down the center of the abdomen from the root of the tail to the head, and after carefully removing it from the carcass spread it out flat to dry; to prevent curling or shrinking the pelt is sewn all around the edge to a hoop, or a strong withe bent and fastened in circular form; beaver skins are also dried on board frames of proper size; skins thus cared for are said to be "properly handled," and as a rule bring the highest prices.

Trappers in sections along the Pacific Coast, and somewhat farther east, conduct their campaigns in small boats not wholly unlike Noah's ark, in which they visit the best trapping grounds, and at the end of the season transport their catch to the nearest satisfactory market.

Raw beaver skins weigh, when dry, from one to two pounds, and are frequently sold by weight. The early Dutch settlers, and the last, on the island of Manhattan bought beaver pelts by weight from the Indians, the skins being placed in one scale and the hand

of the Dutch trader, in lieu of weights, pressing down the other; and, as related by Washington Irving, no matter how large the pile of beaver skins might be it was invariably balanced or weighed down by the Dutchman's hand.

For some years past beaver trapping has been restricted, and in some states absolutely prohibited, by wise laws; without this protection the beaver would doubtless be extinct at this date.

The color of the fur, which is remarkably dense and soft, varies from a beautiful golden brown to darker chestnut hues; some are reddish-brown, and others very dark, or nearly black; a pure white beaver is occasionally caught.

The plucked fur of the beaver is bleached to a delicate golden tint, and also dyed black or any shade of brown darker than the natural tone, and is always extremely attractive and serviceable; the undyed skins, whether in hair or plucked, are most durable, and with reasonable care will wear well for many years. The fur, whether natural, plucked or dyed in either state, is specially suitable for coats, capes, collars, caps and gloves for either men's or ladies' wear; the plucked fur, in any color, makes a handsome trimming or border for garments.

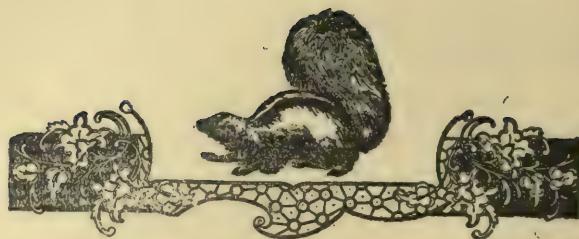
The beaver formerly abounded in Europe, and the fur was used to a limited extent as early as the fourth century; but the animal gradually disappeared from most European countries, or has continued to exist only in small numbers in isolated places.

Some forty years ago efforts were made to re-acclimatize the beaver in Russia, parts of Germany, and

the Isle of Bute; the experiment was successful on the Elbe, Germany, and the animals increased so greatly that they became a nuisance to farmers and gardeners near the river, and since 1881 many have been killed to keep the number within bounds.

The Marquis of Bute in 1874 introduced the beaver in one of his parks on the Isle of Bute in the Frith of Clyde, off Scotland. The Marquis, who owned the entire island, some thirty-six square miles in area, began with four beavers, obtaining one pair in America and the others in France; the animals at once selected a swampy section of the park, where they dammed a small brook and constructed a lodge; two of the creatures lived only a short time, but as the others thrived, more were procured and placed in the enclosure with gratifying success, the number in a few years increasing from a few lodges of three or four members each, to several populous colonies in different parts of the island.





## SKUNK

Of the several fur-bearing animals indigenous to the United States the skunk is the most widely distributed, being found in every nook and corner where it can procure food suited to its needs; and notwithstanding that it is persistently hunted, trapped, and worried by dogs, it continues to thrive and multiply most noticeably in proximity to the habitation of its human foe, on account of the fact that food in greater quantity and variety is more readily obtainable in cultivated sections of the country than in wild areas remote from civilization; it is certain that poultry yards have attractions for the skunk that is ordinarily acute, that open spaces beneath barns frequented by rats and mice are preferred places of abode, and that cultivated fields and gardens in which grubs, crickets, beetles and grasshoppers abound constitute exceptionally favorable feeding grounds for the skunk.

A mature skunk measures about eighteen inches in length from the tip of the nose to the root of the tail, which bushy appendage is nearly as long as the body; a few specimens procured in the northwest are somewhat larger, and others in parts of the west are smaller, or less than eight inches in length.

The fur of the skunk is soft, and the long hairs are abundant, silky and lustrous in the best black specimens; the fur is really beautiful, and exceptionally desirable as a natural black pelage, but differences in quality are as great as the variations in size, and consequently single skins range in value from a few cents up to two and even five dollars at times when the article is in very strong demand, or speculation runs riot. Some of the very small skins are nearly all white, larger pelts from better sections are nearly one-half or one-quarter white, others show only a very small stripe of white, some just a few white hairs in the forehead, and a small proportion of the annual catch are entirely black; if the white portion is small it may be cut out without detriment to the pelt as subsequently manipulated by a skillful furrier; skins of various sizes and grades, including those of excellent quality in fur showing a large proportion of white are dyed in part or entire. The animal has an extremely offensive odor, carried in a small internal sac near the root of the tail; this odorous liquid is freely ejected in circumstances of extreme excitement or great alarm, and in due course some of it attaches to the fur, and when it comes to market you know it; the fur, however, is perfectly deodorized in the process of dressing —the name, on account of the lingering association of ideas, has to be deodorized also, a result readily effected by furriers in the “home land” who present the article under pleasing titles, such as black marten, American sable or French sable; the fur has always been sold at Paris and in other foreign markets under its own name, and during the last few years has enjoyed right here in

New York as great favor as in any previous period as plain skunk.

The fine fur of the skunk is used in the production of stoles, scarf's, capes, muffs and trimmings; it is very effective as a broad border upon full or three-quarter depth garments composed of other furs, or high class materials.

The fur of the skunk taken at the proper season of the year, when full prime, is one of the most beautiful, glossy natural black furs in the entire list of peltries, but for centuries it was totally neglected and rejected because of prejudice and want of knowledge—there was a strong prejudice against the fur because of the name, and even when the article was finally made marketable it was, until quite recently, sold under various names, other than its own, to insure its popularity. The fur in the natural state has an offensive odor, due to its contamination by a pungent fluid with which nature provides the animal, seemingly as a means of defense; furriers and fur dressers made many attempts to purify the skins and "kill" the odor, but only at first with indifferent success; for some time the oil of bitter almonds was used in small quantity in the sawdust employed in the final "drumming," but its use proved to be in effect the displacing of one odor with an other, and not a satisfactory exchange; at the present time an acid dressing is used, the supply of which, originating in Germany, is obtainable in reduced quantity on account of the war.

In 1869 Adolph Bowsky, fur dresser of New York, successfully deodorized skunk skins in the process of dressing, and in 1870-1871 the fur came into favor to some extent, and in the succeeding years became

fashionable at home, and increasingly popular abroad.

Public sales of skunk skins were first held in London in 1858—there was no consumption of the article in the United States at that time; the offering in London aggregated 8,741 skins; the prices realized on this little collection ranged from fifty cents to two dollars, only one small lot bringing the latter figure.

In 1859 there were 73,097 skins sold at public sale in London, and prices remained low; buying was for continental account.

In 1860 offerings at London comprised 135,709 skins, which sold for from twenty-five cents to \$2.50, only one lot of 451 skins bringing the top price; a majority of the skins sold under fifty cents each.

There was a reduced number of skins in 1861, the total being 112,935, and prices ruled low; skunk skins were used abroad, but only on account of the fact that they were cheap.

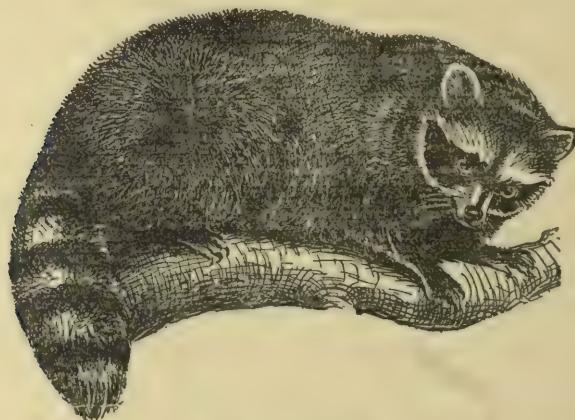
In 1867 a prominent New York house, with export trade, quoted raw prime black skunk ten to twelve cents, long-striped skins three to five cents; the low price being due to a marked decline in local demand, owing to inability to perfectly deodorize the fur.

From 1870 to 1879 there was a fairly steady increase in the collection and the consumption in America; offerings in London for the above period averaged 245,-221 skins per annum; the number offered in 1879 being 435,961.

For the following ten years, 1880 to 1889, an annual average of 486,524 skunk skins comprised the offering in London, with 625,565 skins as the total offered in 1889.

Beginning with the twentieth century the annual offering of skunk skins at the public sales in London approximated a million skins per annum; in 1912, the latest year for which reliable statistics may be given, the London sales offerings comprised a total of 1,527,771 skins. Prices at London in 1912 ranged from 18 to 37 cents for No. 3 long stripe and white, 77 to 81 cents for good white, to \$5.75 for prime black—another instance in proof of the assertion that the decrees of fashion set aside, in furs, the law of supply and demand.

The man who deodorized skunk ought to have a monument erected to his memory; he surely converted a waste product into an article of commerce worth millions per annum in pure gold.



RACCOON

The raccoon abounds in nearly all the states, and the annual collection of skins at times exceeds seven hundred thousand. The animal frequents swamps, marshes, watered low-lands and higher wooded sections where it

can readily procure its necessary food consisting of frogs, insects, berries and small fruits.

The fur of the raccoon varies considerably in color ranging through dingy grey in which black predominates, sundry shades of brown and grey, a rich plum hue, and to nearly black; the furry tail is marked by alternate rings of black or dark brown, and light grey or dull white.

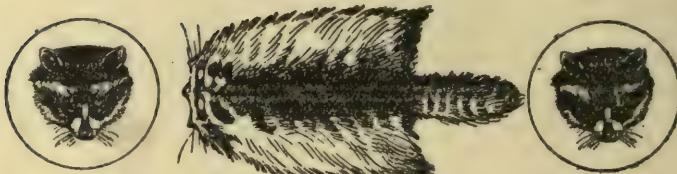
In the winter the raccoon has a full, dense coat of fur and top hair; this condition is noticeable on pelts obtained in southern and central as well as northern sections, and consequently size and color are the more important factors considered in determining the value of individual skins. Pelts approximating black rank highest in beauty and worth, and when made up natural as neck piece or muffs, are remarkably handsome, and not readily surpassed in attractiveness by the more costly furs—but raccoon fur is not always in fashion.

The article ranks high in point of durability, and in the natural state, unless subjected to very careless treatment, will outwear the usual term of fashion's favor, and may then be dyed black with the certainty of a life of service well worth the cost.

Rough skins, in any of the natural colors, are often dyed a rich lustrous black as an imitation of higher priced skunk, and in instances as a substitute for beaver; it is also occasionally plucked and dyed black to simulate beaver to which it corresponds in appearance, but not in durability.

For the manufacture of men's coats for wear in the open country where a temperature of forty degrees below zero is not uncommon, raccoon is a favorite fur,

its use, however, is restricted on account of the higher cost as compared with various heavy skins similarly employed in recent years. It is a popular article with wealthy automobilists, and travelers in the northwest, whether their great coats of raccoon are made with the fur as the outside material or the lining.



RACCOON HEADS, AND RAW SKIN OPEN

## Muskrat

From the date of discovery, and how many centuries earlier no man knoweth, the muskrat has abounded in all parts of North America where natural conditions have been favorable to its existence; there are three essentials, land, water and food specially suited to muskrat life; and though all of these have been more or less affected, circumscribed, or eliminated by advancing civilization, cultivation of the soil and drainage of swamps, the muskrat still survives in vast numbers in most sections of the United States and Canada, making



MUSKRAT

it an easy matter to obtain three million skins annually—and many more whenever wanted.

The muskrat is amphibious, gregarious, and very prolific, and doubtless would long since have over-run the continent, except that the death rate is very high as the result of adverse conditions—the number of common animals that prey upon it, the severe and fatal cold experienced in some sections and years, the limited food supply in all districts, and last of all hungry and savage man who came upon the scene and took all he could get, plus a few.

The muskrat, better known in Canada by its Indian name, musquash, to some residents of country districts as "mushrat," and in the trade simply as rat, varies from six to fifteen inches in length, those abounding in the

south being smaller and more poorly furred than specimens having their habitat continuously farther north; the color differs regardless of section of origin, even in the same marsh, and is generally a dull or reddish-brown, the back and sides being appreciably darker than the under portion of the body; some specimens are very dark, almost black on the back and sides, and are separately classed as "black" and rated higher in value than the brown rats, which they surpass in density of fur and luster of hair, qualities rendering them more available for manufacture in the natural state than skins showing practically every shade of brown; the fur of the muskrat caught in the south is a light brown, rather coarse and thin, and low in price. Muskrat fur is more durable than certain peltries of higher cost, and in point of utility outranks all, as it may be and is used in the manufacture of every article of apparel for which fur may be appropriately employed, and is effective in all conditions—natural, plucked, blended and dyed; sheared it makes a good imitation of mole skin; and when efficiently dyed and unhaired resembles seal so perfectly in texture and appearance that only an expert can surely determine at sight "which is which."

Muskrat fur is extremely popular abroad, even more decidedly than in the land of its birth, owing to its many good qualities, exceptional utility, and the fact that the price makes it available to a host of consumers of moderate means. Skins are graded and valued according to the geographical sections of origin, color, size, condition of fur, and season of capture.

Seasonal qualifications as expressed by the terms, fall, winter and spring, are of leading importance, though all

other circumstances are carefully considered in grading; spring caught skins, color and size duly appraised, are rated as best, in which respect they differ from the pelts of land animals which evidence marked deterioration at that time of the year, and they are classed as best owing to the fact that during their winter sojourn in the icy waters of lakes, ponds and marshes the animal develops a full or dense coat of fur of richest hue.

The muskrat is so named because the creature exudes an odor resembling musk; to those who like musk it is agreeable, but to others is mildly offensive; the fur is perfectly deodorized in the processes through which the skin passes preparatory to manufacture.

The muskrat is the most prolific of all North American fur-bearers; during the century, 1801-1900, a grand total of 139,078,109 skins was offered at the public sales in London.

In 1848 a total of 225,000 American muskrat skins were sold at public sale in London at an average of two pence per skin; sixty-two years later 4,000,000 skins were similarly sold, bringing an average of fourteen pence per skin—fashion determined the values in each instance.

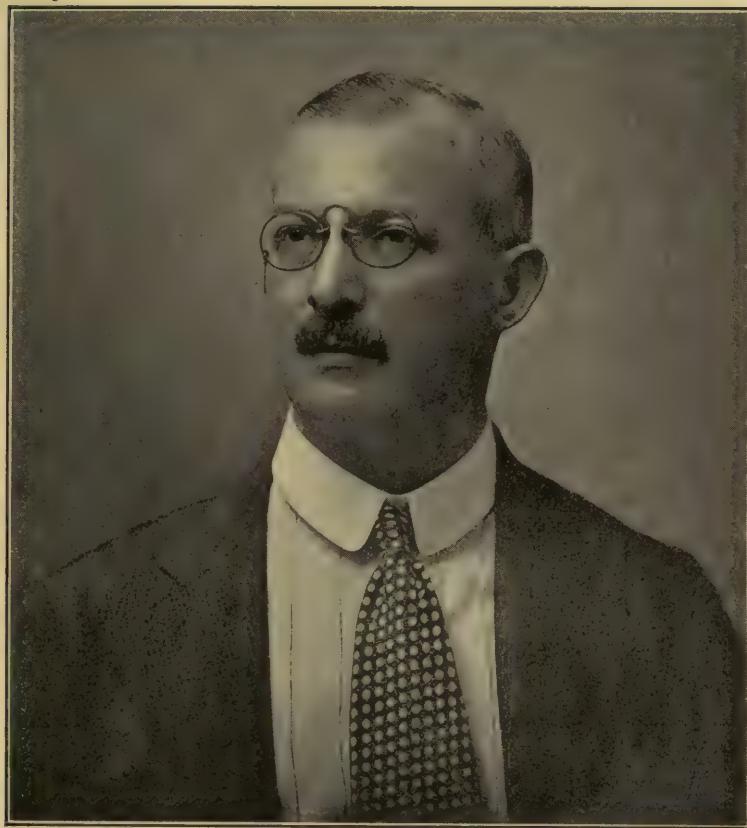


## O. Godfrey Becker

A general business in raw furs was conducted by Wolf, Becker & Company, at Chicago, for a number of years down to November, 1887, at which time the above named firm was succeeded by Bach, Becker & Company, the several members being: S. Max Becker, A. E. Becker and Emanuel Bach. Some years later A. E. Becker withdrew from the firm.

For the convenience of the trade at large a branch, with a commodious warehouse, was opened in New York City in 1894 under the efficient management of O. Godfrey Becker, a man of unusual executive ability, tireless industry, and marked probity in commercial matters, and a painstaking merchant whose influence in elevating the status of the trade has been pronounced and effective. The firm of Bach, Becker & Company dissolved by mutual consent on December 31, 1904, and at that time S. Max Becker and O. Godfrey Becker purchased the interest of Mr. Bach and organized the firm of Becker Brothers & Company, as successors to the preceding concern, both at Chicago and New York; the members of the present firm are S. Max Becker, O. Godfrey Becker, M. W. Becker and E. S. Waldbott.

O. Godfrey Becker has been absorbingly concerned in the continuously expanding commercial and mercantile interests of the house, guides and guards its major and minor affairs with exceptional zeal, and is unwearied in wisely directed efforts to insure the high standing of the name in the business community; under his careful and considerate management the transactions of the firm have increased many fold in the past decade, and



O. Godfrey Becker



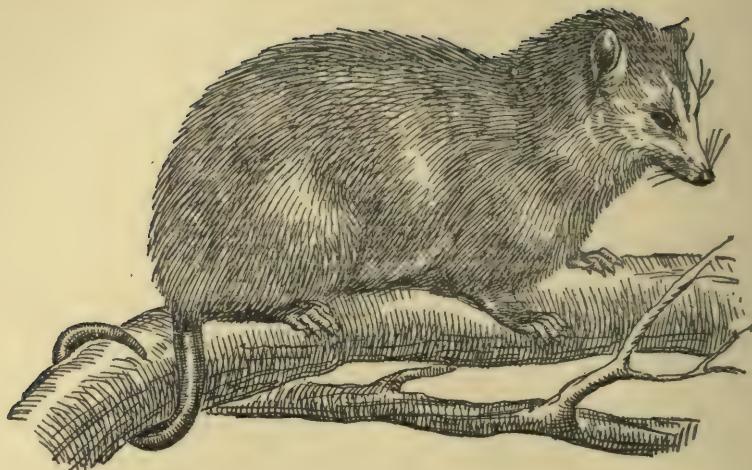
the concern now ranks among the largest, most important and best known in the branch, not only in America, but Europe as well. Raw furs, embracing all classes of peltries from the finest natural black foxes to lower cost articles, are received daily throughout the collecting season from every nook and corner of America in steadily increasing quantity as the consequence of the correct and approved methods adhered to in dealing with shippers—great and small, known and unknown, being treated with equal fairness at all times.

Manufacturers and merchants purchasing goods from the house have experienced satisfaction in every instance, as they have found that no furs are ever offered or delivered to them other than strictly "as are"—a record of present value and enduring worth to any house pursuing such a policy in merchandising.

When the Raw Fur Merchants' Association of the City of New York, Inc., was organized in 1914, Mr. Becker was unanimously elected president of that progressive and influential body, and his associates continue to confer upon him the honor of that important office to the time of this writing.

He has also from the first been actively and helpfully identified with the Public Auctions of furs conducted in New York as an essential development in the life of the trade consequent upon the great European war.

O. Godfrey Becker was born 1867, and entered upon his business career at the age of twenty; he has won by merit the esteem and good wishes of his fellow merchants both at home and abroad, all of whom clearly recognize his personal merits, and worth as a merchant.



## American Opossum

Though hunted night and day, and trapped early and late in every season except summer, the prolific opossum continues to flourish, and furnishes an annual collection ranging from two hundred to six hundred thousand skins—good, otherwise and bad. The opossum is hunted and trapped for its fur and flesh, the latter cooked with sweet potatoes being very popular.

The fur is generally a dull greyish-white, and is particularly beautiful in the natural state, but is fairly handsome dyed black or brown, and is quite popular, especially abroad, with consumers of cheap furs. It is used with satisfactory results, price considered, for linings, neck pieces, muffs, trimmings and children's furs.

Dyed, it is used as an imitation of other furs of higher cost.



WILD CAT AND DOE

## Wild Cat

Though formerly abounding in mountainous and densely wooded districts throughout the United States, the wild cat is steadily decreasing in numbers on account of its incessant pursuit by hunters and trappers, not merely to secure the pelt but purposely to effect its extermination as a fearsome beast.

The wild cat resembles the Canadian lynx in general form and color; the body, which is broad across the back, is about thirty inches in length; the head is rather massive, and the limbs and tail are short, the latter not exceeding five to six inches in length; the ears are tipped with black. The predominant color of the fur is a sandy grey varied by dark brown or black spots and broken lines, one of these dark lines extending down the spine in many specimens; on the sides and limbs are many brown and black blotches which heighten the beauty of the fur when made up natural in sundry small articles of apparel. The long dense fur and fine long over-hair of the wild cat is most popular when dyed a handsome brown or lustrous black; in the latter state it is an excellent imitation of more costly lynx.. The fur

of the wild cat is also colored by what is known as the Chinese smoking process, resulting in a rich, dark and uniform shade of brown; as thus prepared it is at times popular in Europe as a serviceable lining for men's coats, less extensively for ladies' wear, and for making small robes and rugs.

## Civet Cat

In recent years under the stress of harum scarum speculation, extravagance and unexampled emulation, everything in fur, or that looked like fur, has been marketed, manipulated and manufactured to please the wise, charm the improvident and appease the faddist; the latter demanded and eagerly accepted not something good or merely new, but the extreme, the limit, something sufficiently loud to catch the instant attention of the deaf to whom the rumbling thunder passes as silently as a distant whisper. To meet the startling demand sundry skins, formerly disregarded or long neglected, including civet cat, were introduced, exciting our wonder like summer clouds which vanish in the hour of their appearing; the most bizarre of all, civet cat, lingered longest, not as the fur of fashion but as a satisfying fad.

The civet cat is found in western, southwestern and southern sections, and is related to the skunk, which it closely resembles in size and habits, but from which it decidedly differs in intensity of odor, variation in color, luster of fur and hair, and value. The black fur on the entire coat of the animal is marked by a large number of long, medium-length and short stripes, rather broad and also very narrow lines of white fur (in some speci-

mens yellow instead of white) generally running lengthwise, or from head to tail, and so irregularly and abundantly distributed as to be strikingly showy, but never strictly beautiful. A stole or muff of civet cat fur will surely rivet the attention of even the unobserving; and a full-depth garment of this dazzling fur, a few of which were recently made for daring dames, constitutes a crowd-ensnaring freak.

Civet cat is excellent as a coat lining, works up easily and economically, and is satisfactory as regards durability. (*Skin of civet cat shown below.*)





## RINGTAILS

The ringtail cat, so-called, should be classed with the civets; the animal has elongated body eighteen inches in length, and a tail seventeen inches in length marked with eight black and seven white rings of fur, the tip being black interspersed with white hairs. The ringtail frequents the western coast of North America from British Columbia to Texas, but is not found east of the Sierras.

The fur is light greyish brown, quite unattractive in the natural state, but is much improved by dyeing a good brilliant black.

Skins taken farthest north are of best grade; a few are so marked that they may be used in imitation of chinchilla; the greater number are dyed in imitation of kolinsky, when the latter is popular, and are made up into ladies' coats, muffs and neck pieces.



## House Cat

Hundreds of thousands of pelts of domestic felines, all dear to some one, are annually slaughtered for their fur; the large number of skins secured and marketed is consequent upon the fact that the house cat, the only name used in the trade, is a cosmopolitan animal, abounds in every peopled part of the world, urban and suburban, and universally flourishes—it is nevertheless a profound mystery how so many become commercial prizes without their devoted owners obtaining an inkling of their destiny.

The tragedy of the house cat involves Toms and Tabbies of all colors, black, grey, white, yellow, spotted, striped and combinations of all known hues; the natural blacks command the highest price, twenty to thirty cents, according to market conditions, and the mixed colors, worth from a nickel to fifteen cents, are generally dyed to something approaching uniform shades, and sundry imitations.

House cat fur is used chiefly in Europe and Asia—leaving some supplies for America; is used in making cheap coat linings, sets, children's furs, and to some extent in the production of toys.

It may be true that the house cat, at least the back-yard vocalist, has "nine lives"; we are not prepared to confirm or controvert the assertion, but knowing merchants assure us that it has only one pelt.

Other fur-bearers of value found in the United States embrace the fox, fisher, otter, marten, bear, weasel, lynx, wolf and wolverine; these are considered in later pages.

## **David Blustein**

Among the conspicuous successes in the New York raw fur trade whose first experience in the business was gained outside of New York City, may be mentioned David Blustein, who came to the United States from Moscow, Russia, at the age of seventeen and with his brother Isadore founded the firm of David Blustein and Brother, in Charleston, West Virginia, in 1891.

From the beginning the raw fur department of the business received special attention, although hides and medicinal roots of various kinds were also dealt in. The reputation of the new firm for fair dealing, and its readiness at all times to buy any quantity of furs, hides, or roots, rapidly spread through the territory tributary to Charleston and even beyond it.

The business continued along these lines for several years; then David Blustein, always alert and searching for ways and means to better handle the raw fur business, decided that the full development of the enterprise demanded a location in the fur-consuming market of America—New York City. To give the idea a trial, a temporary store was rented in Mercer Street in the fall of 1904, which was maintained for the raw fur season only.

After two years the practicability of the move was thoroughly demonstrated and in 1906 a large store was leased in Bleecker Street, with David Blustein in charge.

With the advantage of the New York outlet, the business grew by leaps and bounds and when the fur



David Blustein



trade began to leave the downtown section David Blustein and Brother removed their business to the new section, locating in East Twelfth Street.

Together with the raw fur business considerable attention was paid to the ginseng trade, and it was not long before the Blustein store became the Mecca of the Chinese exporters, who seldom failed to find large lots of root awaiting their inspection when they called.

When the fur trade again traveled northward, many fur merchants and manufacturing furriers located in the section between Twenty-fourth and Thirtieth Streets, west of Broadway. David Blustein and Brother were among the first to remove to the new section, locating in Twenty-seventh Street. Here the business continued to grow and prosper, the reputation of both brothers for integrity growing as their trade and acquaintanceship increased.

David Blustein continues in charge of the New York division of the business; while the Charleston store is managed by Isadore Blustein. The firm has unusually pleasant relations with country dealers and trappers, large and small, in all parts of the United States and Canada and maintains unsurpassed connections in the fur trade abroad. Their trade intercourse with local merchants and manufacturers is unusually intimate and friendly, and there is no doubt that the firm has a great future and will measure up to it as time progresses.

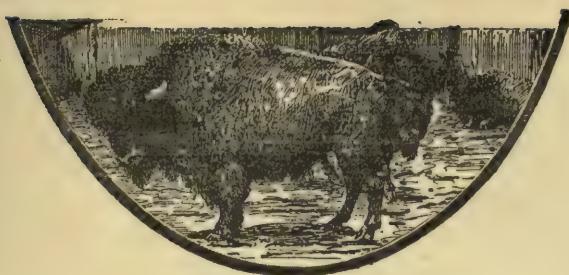
## Names of Fur Bearers

We purposely omit latin names of animals mentioned, as we greatly doubt the propriety of employing a dead language in the treatment of a live subject.

The names follow in English, French and German, which we believe will suffice.

ENGLISH	FRENCH	GERMAN
Badger .....	Blaireau .....	Dachs
Bear .....	Bär .....	Ours
Beaver .....	Castor .....	Bieber
Cat .....	Chat .....	Katze
Civet Cat .....	Civette Chat .....	Civet Katze
Coney .....	Lapin .....	Kanin
Ermine .....	Hermine .....	Hermelin
Fisher .....	Pecan .....	Virginia Iltis
Fitch .....	Fitch .....	Iltis .....
Fox .....	Renard .....	Fuchs
Fox, Black .....	Renard Sombre .....	Schwarz Fuchs
Fox, Blue .....	Renard bleu .....	Blau Fuchs
Fox, Cross .....	Renard traverse .....	Kreutz Fuchs
Fox, Gray .....	Renard grison .....	Grau Fuchs
Fox, Red .....	Renard rouge .....	Rot Fuchs
Fox, Silver .....	Renard argent .....	Silber Fuchs
Fox, White .....	Renard blanche .....	Weiss Fuchs
Hare .....	Lievre .....	Hase
Lynx .....	Lynx .....	Luchs
Marmot .....	Marmotte .....	Murmel
Marten .....	Martre .....	Marder
Mink .....	Vison .....	Nörz
Mole .....	Taupe .....	Maulwurf
Muskrat .....	Rat Musque .....	Bisam
Opossum .....	Opossum .....	Opossum
Otter .....	Loutre .....	Otter
Rabbit .....	Lapin .....	Kaninch
Raccoon .....	Marmotte .....	Schuppen
Sable .....	Zibeline .....	Zobel
Seal .....	Phoque .....	Seehund
Squirrel .....	Ecureuil .....	Eichhörn
Skunk .....	Skunk .....	Skunk
Weasel .....	Belette .....	Wiesel
Wild Cat .....	Chat sauvage .....	Wild Katze
Wolf .....	Loup .....	Wolf
Wolverine .....	Goulu .....	Vielfrass

French for squirrel fur is Feh. German for raccoon, the animal, is Wasch Bär.



## AMERICAN BISON

The history of the American bison, regarded from the viewpoint of the hide of the animal as a commercial commodity, is a shameful record of willful waste very definitely followed by woeful want; during the height of the trade more than two hundred thousand bison were killed each season in Texas alone, and that total was duplicated on other hunting grounds, merely for the hides, the bodies being left on the plains to slowly decay, or be in part devoured by ravenous animals.

If the vast herds of bison on the wide western and southwestern plains had been properly protected by the government, half a million might have been taken year after year, indefinitely, both for their hides and a supply of meat approximating beef in excellence—and just now the meat would supply a “long felt want,” many yearning appetites, and be a material help in reducing the high cost of living to those who are living high, and the greater number existing in hope.

A member of the American board in the Bering Sea Arbitration Tribunal at Paris, on being reminded that the United States was very eager to preserve the fur seals in which a monopoly was concerned, but was indifferent when the bison was being exterminated in a

free to all onslaught, stated that the American bison had been slaughtered in "the interests of civilization." If any one has noticed any improvement in civilization since the last bison was killed thirty years ago, the fact has not been disclosed. If the diplomat had said that the bison were recklessly exterminated for the "land's sake"—in the interest of few—that the greedy might find "a place in the sun," his meaning would have been perfectly clear. "Buffalo" was the only trade name.

In the seventies of the past century about one hundred and fifty thousand buffalo robes were shipped east in a single season from Fort Griffin, Texas, and upwards of fifty thousand from Fort Concho, or San Angelo on the opposite side of the river; other vast supplies were gathered in Montana, Idaho, and the Territories; about two thousand hunters operated on the plains of Texas.

The large buyers were J. & A. Boskowitz, Chicago and New York; Samuel Shethar & Company, New York; Hart, Taylor & Company, Boston. Indian caught and handled hides came from Fort Benton, and posts in Indian Territory, through J. G. Baker & Company, T. C. Power & Company, and other Indian traders. The buffalo robes were, with few exceptions, handled by fur merchants, and were converted into sleigh robes and men's coats by fur manufacturers.

The excessive slaughter resulted in a steadily decreasing collection; in 1878 the number of robes marketed comprised 25,000 from Texas, 15,000 southwest, 50,000 northwest, and about 10,000 from scattering points; a year later the total fell to 55,000. From the latter date the decline was rapid, and by 1886 none remained. Many of the Indian tanned hides were

illuminated on the leather side with outline sketches in strong colors, especially bright reds, yellows and greens.

The sketches were pictorial writings descriptive of the chase, battles, and interesting events in the lives of the red men. The illustration shown elsewhere depicts some of the courageous deeds of a mighty warrior.

### WHITE BISON

White beavers, muskrats, raccoons, and abino specimens of other fur-bearing animals are occasionally caught, but records can be found of only three white American bison, commonly known as buffalo.

The first of these was found in 1867, and constituted part of the trappings of a horse ridden by a Cheyenne chief who was killed in a battle on the Arickaree River.

The second was captured late in 1871 by James Caspion, a hunter, on the plains of western Kansas.

The third was taken in a hunt in 1881, and the hide was mounted and set up in the State House Museum at Topeka, Kansas.

### LOBOS ISLAND SEALS

The 1917 catch of Lobos Island fur seal skins, a total of 1,873 pelts, was sold at auction in St. Louis on October 8, 1917, bringing satisfactory prices.

It was the first time that skins of this class have been offered in the raw at public sale in the United States.



## POINTING

Pointing is a term used in the fur trade to conveniently designate a comparatively modern method of ornamenting certain plain black or brown furs, natural or plucked, by inserting longer white hairs in the fur in masses or at irregular intervals; the scattered or rather closely set white points suggest the title of the operation, and skins so treated are said to be "pointed." The purpose is three-fold—to relieve the plainness of a solid dark ground, temporarily introduce a new mode, and most importantly to produce at moderate cost an effective imitation of a fur of much greater value, particularly silver fox and sea otter. These white hairs were formerly sewed in the leather, a slow process; the pointing is now expeditiously performed by blowing open the fur and firmly attaching the white hair to it with a small amount of India rubber cement.

Badger, skunk, coney and grey fox hairs are used in pointing; articles of this character rarely remain in fashionable favor more than a season or two following their re-introduction in response to a fair demand, or to create a "riffle" in business.

Occasionally a few skins have been pointed with white tips of the small feathers taken from the breast of the grebe, and the showy plumage of the peacock. Best pointing is now done with hairs of the animal pelt to be thus improved.

## AUTOMOBILE FURS



A new and increasingly strong demand for furs of a distinctive character followed in the gaseous trail of the automobile from the date of its introduction, leading to the use of various peltries, some real fur and others seemingly furry; the articles required in this special field of service embraced coats, caps and robes.

These auto furs and skins were at the outset extremely conspicuous, and in many instances made the wearers appear akin to denizens of the Polar circles, but this apparent reversion to primitive nature becoming as general as the auto soon ceased to excite more than passing attention, and nothing less than a rainbow-hued coat would attract curious interest at the present time.

Auto furs and skins include natural raccoon, not selected and matched skins, but just raccoon; a coat of this fur apparently added seventy-five pounds to the weight of the average sized automobilist. Australian opossum, another bulky fur; China goat, diversely grey, and dyed black; the skin of the leopard, an African and Asiatic animal which cannot change its spots because they are so numerous; civet cat, bear, hair seal, cattle hides, muskrat, and sundry better furs. This demand for auto furs materially benefited the trade; wearers generally learned in the best way, by experience, the comfort afforded by furs, and became consumers of finer goods; rich automobilists purchased coats in half-dozen lots for the use of their guests, and the practice became so general that auto supply houses now carry fur coats in stock with tires, tubes and sundry parts. A number of furriers make a specialty of "auto apparel."

## **George Bernard Herzig**

The firm of Herzig Brothers was founded in 1865 by Simon Herzig, in the centre of the trade of that day, the Bowery and Grand Street; the business at the outset comprised manufacturing and retailing, and consequently was mainly local; in later years it was expanded into importing furs and skins to meet the requirements of manufacturers operating throughout the United States.

George Bernard Herzig, son of Simon Herzig, was born in New York City, February 9, 1872; he was educated in the public schools, and attended the College of the City of New York for some time. In 1890 he entered the fur business with Herzig Brothers, then located at 133 Mercer Street, serving in the office, primarily in charge of the books, but actually in every way in which the interests of the house could be advanced. In 1895 he laid aside routine office work and entered upon a series of visits to Chili and Bolivia, and incidentally all of South America, covering a term of ten years, for the direct purchase of chinchilla skins; a period of twenty months was devoted to one of these trips, during which time he went far afield, climbing the mighty Andes, and meeting many natives with whom he succeeded in perfecting arrangements for securing enlarged supplies of the particular pelts sought by him.

At the time of his initial visit to Chili, a season's collection of chinchilla skins aggregated about 1,500



George Bernard Herzog



dozen; when he had concluded his treasure quests he had increased the collection to 36,000 dozen skins per season. His triumph was due to personal contact with the market and individual producers, and the incentive of fairer values than had previously ruled.

Down to 1896 about ninety per cent. of the annual catch of chinchilla skins was shipped to London; subsequent to that date fully seventy-five per cent. of the yearly collection was forwarded to New York. At the present time no chinchillas are permitted to be caught, killed, sold or exported from Chili, under penalty of fine or imprisonment, or both. This closed season is to run from March 6, 1917, to March 6, 1922.

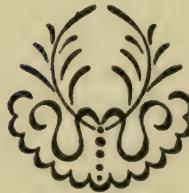
December 15, 1915, Mr. Herzig went with the George B. Herzig Company, as general agents in the Public Auction Fur Sales Department of Funsten Brothers & Company, St. Louis; all the eastern, Canadian and foreign business of the house is transacted through the New York office, 39 West Twenty-ninth Street, and is efficiently handled on broad mercantile and commercial principles, with studious attention to the development and welfare of the fur trade in its best and largest international relations.

In 1916 Mr. Herzig made a special visit to Uruguay, and was entirely successful in arranging to have the Uruguayan Government consign the Lobos Island fur seal skins to the auction sales in St. Louis; this is the first instance in which seal skins from these rookeries have been shipped to any market other than London; the introductory sale at St. Louis was held in October, 1917.

Mr. Herzig is not only well known in his chosen field of business, both in the new world and the old, but he enjoys the good will of a host of friends and acquaintances in social circles. In earlier life he served five and one-half years in the Seventy-first Regiment, National Guard of New York, and at the date of his honorable discharge was a sergeant in the command.

In 1898 he was in South America on one of his periodic visits, and owing to that fact was unable to serve with his regiment in the Spanish-American war.

During the enlisting period of the summer of 1917 Mr. Herzig patriotically turned his warerooms into a recruiting station, in order that the fur trade might in name and service be aligned with the other great American industries in the mighty battle for freedom and the extinction of barbarism.



## PRIME—UNPRIME

The terms prime and unprime as applied to fur skins qualify condition of both fur and leather; prime skins are those taken from animals caught or killed from late in the fall to the close of winter, or in temperate climates subsequent to the first few severe frosts in autumn until in the following spring ice ceases to form on ponds and marshes; the muskrat remains prime a little later, or until all ice is melted in the vicinity of its habitat.

Prime skins are fully furred, both fur and hair having attained in growth and quantity the limit in natural development; the leather is clean, clear and of maximum strength; in color the fur is at its best, darkest or lightest, according to the nature of the animal; in some specimens, noticeably the muskrat, when prime the leather is red, a blood hue; in others, including the mink, it is white, and in others a light brown or creamy tone.

Unprime skins are only moderately well furred, tend to shed the fur and hair, even do so freely, and the leather is weak, blue, and in instances nearly black; unprime skins rank considerably below prime in value because of their generally inferior quality.

## GRADING

In grading raw skins to determine individual value many things have to be taken into account—section of origin, color, size, quantity and quality of fur, condition of leather, season or date of capture, methods of skinning and handling; an inefficient grader would quickly effect his ruin financially if buying on his own account, and even more suddenly lose his position if purchasing

for another. Skunk skins in the raw are correctly assorted in four grades only; incorrectly into many grades which are meaningless, misleading and purposely unfair to the inexpert seller.

Skins that are entirely black, or that have only a very small white spot in the forehead (called "Star black") grade as black, or number 1. Those showing a white stripe extending from the head barely to the shoulder, are graded as "short stripe," or number 2. Skins having a stripe of white fur running in a single or double line fairly well down the back, are graded as "long stripe," or number 3. Skins in which white predominates are classed as white, or number 4.

All other conditions previously mentioned are carefully considered; occasionally a "black" may be too small, poorly furred, or have been caught too early or late to grade number 1; and a "short stripe" may in every other respect be good enough to grade above number 2.

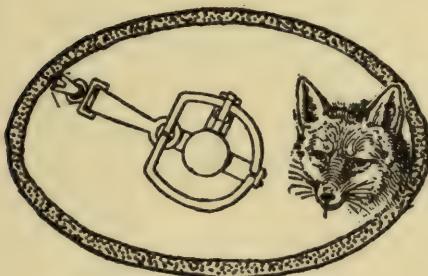
The best skins, everything considered, are procured in New York, New Jersey, Michigan, Pennsylvania and Ohio; various other sections produce close seconds.

The skunk is the easiest trapped of all the fur-bearers, and consequently is usually the earliest caught and shipped to market, but as a rule these early caught skins are poorly furred, weak in leather, and at times nearly worthless.

Owing to the fact that it is a very warm blooded animal the skunk begins to shed its fur and hair early in the spring, as soon as the temperature moderately rises, and on this account late caught skins, as well as those taken too early, grade low in value.

## Supplies

The fur trade is dependent upon an exceptionally large number of industries for essential supplies; the list comprises: Lumber, butter, oil, salt, coal, chalk, acid; the products of manufacturers in other branches, embracing, paper, twine, nails, silk, satin, wire, needles, shears, knives, metal and other combs, brushes, scales, hammers, barrels, cases of wood, paper boxes, chemicals, canvas, chamois, braids, muslin, feathers, cotton, linen and silk thread, buttons of various materials, rubber cement, artificial eyes, dye stuffs, saw dust, sewing machines, fur dressing and dyeing machinery, steel traps—a few other things, and cold storage. The contribution of the fur trade to other lines of trade is exceedingly small—merely fur tails to the brush maker, waste clippings of fur to hatters' fur cutters, and shreds of pelts to glue manufacturers.



## SOUTHWARD

Mexico and Central America, blessed with sunny skies and southern breezes, are insignificant fur producing and consuming countries. A few raccoon, small pale mink, wild cat and puma skins are collected, but all rate low in quality.

Deer skins and alligator hides are secured in larger quantity, and are regularly shipped to the United States. Deer skins were exported from Nicaragua in 1916 to the value of \$42,214, practically all going to the United States to meet the demands of glovers.

Many interesting animals abound in the Republic of Panama, the greater number of the species found there doubtless having traveled thither at a remote period from northern districts to escape pursuing enemies, but unsuccessfully, as pursued and pursuers are found hunting and hunted in the same trackless and almost impenetrable forests.

The fur bearers in Panama include the opossum, raccoon, jaguar, ocelot and panther; the first named is most abundant and differs most in size and appearance, some specimens being smaller than a guinea pig, and others equal in size to the largest northern specimens; peltries of the various species of fur-bearers are inferior to northern, the average temperature of Panama being eighty degrees, and rarely six or eight degrees lower, at which temperature skins never become prime.



# CANADA

In 1634 the population of Canada, other than native Indians, was approximately sixty souls; during the twelve succeeding years colonies settled along the border, and the number of white inhabitants increased to a total of about twelve thousand, and trading with the Indians began. This early fur trade in Canada was largely regulated by officials, and it is doubtless true that considerable favoritism was shown, some being allowed to trade with but slight restraints, and others being denied the privilege of dealing with the natives; the trading was conducted by barter, the methods and mediums of exchange differing but little, if any, from those in common practice farther south; at the outset all trading was in the hands of French and English pioneers, the former leading in number and activity. From the year 1535, when France took possession of the wonderful northland, and more importantly since its cession to Great Britain in 1763, Canada has continuously been one of the greatest fur producing countries of the world.

Pierre E. Radisson and Medard Chonart left France and went to Canada in 1654 and began trading for furs with the Indians near the St. Lawrence River; in the season of 1658-9 they extended their operations



STARTING OFF AFTER NOON REST

(Photo loaned by Revillon Frères Trading Co., Ltd.)

farther westward with success; three years later they prosecuted the trade northward, and during this expedition, which extended over many months, claimed to have visited what is now known as Hudson Bay, but the claim was not well substantiated. They continued their operations for several years, and consequently preceded the Hudson's Bay Company, by which they were subsequently employed on very fair terms; they were, however, rather unreliable, or at least were not dependable, as they left the Hudson's Bay Company and went over to the assistance of French rivals, and later returned to the English company. Practically all of the early years of the fur trade in Canada were marked by a decidedly fierce war of competition, at times threatening the extinction of one side or the other; forts built by the French and English trading companies changed hands again and again, until the really more reputable, and positively most fair dealing of the several concerns gained control and unquestionably the legal right to operate. In 1680-82 a war of competition prevailed between the fur traders at Albany, New York, and Quebec, Canada, in

the purchase of beaver skins, the English at the former post paying about thirty per cent. more than the French at Quebec—the traders at Quebec, considering the very low figures at which beaver pelts were then purchased, might have met the issue by paying the Albany price, but while it has always been an easy matter to cut wages, there does not seem to have been a time when reducing dividends was not viewed as a hardship. The rivalry continued, and Indians south and north of the border were for a long time in a state of real war, and it was not until after the peace of 1690 that an open market was established at Montreal; in the following year vast supplies of Indian goods were carried to Montreal, and stocks at Albany were depleted. Montreal duly became the chief, if not the only market, the French being the dominant traders, and so remaining, until the capture of Quebec by the English in 1759, since which date all Canada has been under English rule.

Peter Pond, an American, in 1775, traveled to the far north in Canada as a fur trader; in 1777 he extended his trips to Deer River, thirty-eight miles beyond Lake Athabaska, and during the following year



FUR TRADING POST ISLE LA CROSSE LAKE  
(Photo loaned by Revillon Frères Trading Co., Ltd.)

erected a fort at that point; it was the first fort built in that remote section and was named The Fur Emporium. In 1785 Peter Pond, Peter Pangman, Alexander N. McLeod and John Gregory, the latter two Montreal fur merchants, formed a rather strong company, and were successful traders with the Indians in the vicinity of Athabaska, along the Red and Saskatchewan Rivers, and other northern regions, and became strong competitors—fair and otherwise—of the Northwest Company, a powerful association organized by fur merchants of Montreal in 1783, the chief factors being Simon McTavish and Joseph and Benjamin Frobisher, with thirteen other stockholders.

In 1787 the new company of traders and their older rivals, the Northwest Company, united for peace and prosperity; the business of the combined concerns continued to be managed at Montreal. A year later the trade of the associated companies amounted to about \$200,000, and in 1798 had increased to about \$600,000.

In those days the “turn-over” required considerable time; receipts of supplies and their distribution to the Indians, and the forwarding and final sale of a season’s collection of furs, usually consumed about three and one-half years.

Lachine early became the point from which traders and voyageurs set out on their annual expeditions in quest of fur; they made their way northward in birch bark canoes on the Ottawa River, carrying supplies outward, and returning with cargoes of peltries—some of the canoes carried up to three thousand pounds. These voyageurs included French Canadians, half-breeds and Indians, all of whom were efficient canoemen.

Many organizations were set in motion from time to time to corner the fur trade of Canada, or kill competition. Some of them were good, others were quite different in many respects; but only one association of early creation, or subsequent formation, has survived the stress peculiar to the industry from the date of organization to the present time.

The Northwest Company, a Canadian concern engaged in collecting raw furs in lower Canada, gradually extended its operations southward along the Rocky Mountains into United States territory, embracing a considerable portion of Oregon; the company was eager to control the entire raw fur industry, and some of the members were not over particular regarding the means employed to gain their purpose. The competition indulged assumed the destructive character of war, not apparent but actual war, with its customary horrors, fears, loss and death; this undesirable condition was terminated in 1821, in which year the Northwest Company was absorbed by the Hudson's Bay Company.

For many years after the final conquest of Quebec by the English, there was a marked decline in French participation in the raw fur trade in Canada either by large single interests or organizations. Ten years ago the French came back in one notable instance, the firm of Revillon Brothers entering the field in great earnestness and financial strength; they promptly built large warehouses, established stores and trading posts in the newly settled provinces and the more remote, almost trackless, Northwestern wilds, and energetically began the collection of black fox, beaver, lynx, marten, mink and other superfine skins, in steamship and carload lots—that is,



FUR TRADING POST ON SLAVE LAKE  
(Photo loaned by Revillon Frères Trading Co., Ltd.)

quantities handled by only one other concern in the trade of the Dominion. In the House of Commons at Ottawa, Canada, May 16, 1906, the Private Bills Committee granted federal incorporation to Revillon Brothers; the charter gave them exceptional powers, embracing the right to build railways to connect their trading posts; to operate vessels for transporting passengers and merchandise; construct telephone and telegraph lines; hold lands and exercise various hunting and fishing privileges.

The Revillons are operating under this charter with gratifying results, but the title of the house was in 1911 changed to Revillon Freres Trading Company, Limited. English and French, two great concerns imbued with sound business principles, are once more participating in the country dear to both because of interests and traditions centuries old; both have grown wise with the waning of the years, and their operations instead of being marred by destructive competition, grow apace un-

der the rule of rational co-operation, not as enemies but as allies, sane and upright, and worthy of enduring success.

We show elsewhere on an insert page in halftone, a photograph of York Factory, one of the more important posts of the Hudson's Bay Company.

Fur-bearers indigenous to the Dominion embrace many species, the annual catch of individual specimens extending to totals of six and seven figures—muskrat approximating 1,000,000, beaver 100,000, marten 70,000, foxes 30,000, and several others incredibly large numbers; the yearly collection, however, possesses superior interest on account of the quality rating, as the fur ranks at highest grade in color, density and excellence in detail, as a rule surpassing in quality the fur obtained from animals of the same species taken in other places, except northern and northeastern sections of the United States and other localities where equally low temperatures prevail during the winter months.



INTERIOR OF A FUR TRADING STORE  
(Photo loaned by Revillon Frères Trading Co., Ltd.)

For many years traders regularly secured their supplies of fine peltries almost exclusively from the Indians, and though red men operating from mission and trading stations, upon which they are largely dependent, continue to procure valuable collections of desirable furs, much of the trapping and hunting is now done by white men, a small army, who spend the entire season at their traps in the older sections of the country or the wilds of the great northwest. For upwards of two hundred years this initial branch of the fur business was under the absolute rule of the Hudson's Bay Company, which established one trading post after another in a steady advance northward, and ever farther north to the confines of the Arctic Circle, employing a great number of Indians and, later, white men to trap and hunt, outfitting them in advance and equitably adjusting differences on their return with their catch at the end of the season. The peltries thus secured formed when finally brought



WIFE OF A POST MANAGER VISITING OLD INDIANS  
(Photo loaned by Revillon Frères Trading Co., Ltd.)

together a grand total unequalled in volume for many decades, or until quite recently, when under the incentive of very high prices trapping in the United States became general from coast to coast and north to south; the annual collection of the Hudson's Bay Company is still important in quantity and of maintained quality, and in one article in particular, beaver, has continuously exceeded the combined collections of all other concerns and individual traders.

All skins secured by the Hudson's Bay Company are shipped to London where they are offered at public sale annually, beaver and muquash in January, and all other articles in March.

The European war seriously restricted the operations of trappers, traders and every one concerned in the fur business throughout Canada, dating from the beginning of the season of 1914.

Canada is important both as a fur-producing and consuming country; owing to the length and severity of the winters fur coats, wraps and smaller articles are quite generally worn by men, women and children on account of the comfort afforded, and the further fact that they are pre-eminently fashionable. Domestic and foreign furs are worn, the former predominating. The principal manufacturing establishments, wholesale and retail, are located in Montreal, Toronto and Quebec, but there are furriers in every city from the border northward to Edmonton.



## Otter

The otter has a furry coat of remarkable beauty and durability; the species inhabiting the river sections of Canada, the country of largest collection, has a long flexible body, twenty or more inches in length, short limbs, webbed feet, and a tail, twelve to fifteen inches in length, covered with short fur; the color is a pleasing chestnut brown, darkest down the spine, mixed with whitish gray on the under portion of the body; the long water-hairs are very glossy.

Fur of the otter is used in the natural state, or plucked and unhaired is made up natural or dyed brown or black; it is particularly well adapted for making jackets, capes, collars, caps and gloves, and for bordering elegant garments made of other furs, or costly textiles. Some skins, noticeably those from Nova Scotia, and occasionally others, are very dark, nearly black, and incomparably luxurious and beautiful made up natural.

For many years the catch in Canada ranged between fifteen and twenty thousand skins, not falling below the smaller number, and rarely exceeding the greater by more than two hundred skins; in recent years the catch has greatly decreased, and at no distant date will touch zero.

## Marten

The pine marten frequents the wooded districts of North America from the Atlantic to the Pacific; but chiefly in localities in which the pine tree flourishes; this choice of habitat is due to the fact that the animal secures its chief food supply, squirrels, birds and birds' eggs, in the branches of these evergreen trees.

Marten skins of good quality are obtained in Alaska and northwestern sections of the United States, but the best specimens, both in depth of color and density of fur, are found in the Hudson's Bay districts; the fur is a dark, handsome brown, approaching black, darker on the back and sides than on the under portion of the body; the tail, which is about ten inches in length, is



MARTEN

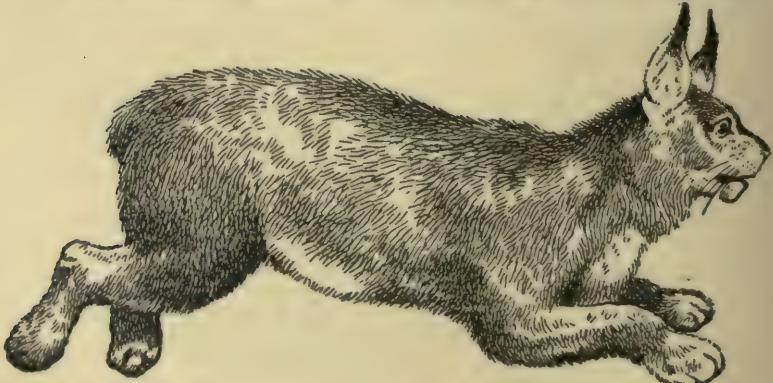
black and fully furred. The color, however, is not the same in all specimens, many being a light shade of brown on the back and sides, and yellow on the throat and under portions. Owing to these differences in color the skins are graded as "dark" or "pale"; dark skins as a rule command the higher price, but in the case of the marten this rule has its exceptions, pale skins at times being the more valuable on account of greater fashionable demand.

Marten is one of the few really handsome furs subject to extreme fluctuations in value in consequence of the favor or neglect of fickle fashion. The fur is used in making superb coats, capes, sets and trimmings; it is generally popular in Europe.

Hudson's Bay sable is the name quite commonly given to marten fur in the manufactured state; not being an imitation or a poor fur, it would unquestionably give entire satisfaction to every consumer if sold simply, and correctly, as marten.

### LYNX

The lynx, once quite common throughout the world,



has become extinct in many places, and is evidently making its last stand in force in the wilder sections of Canada, with a trail through the Yukon and terminating in Alaska.

The Canadian lynx, called *Loup cervier* by the Canadians, is a powerful animal some three feet in length; has a rather thin or slight body, long stout limbs, short tail black at the tip, long and sharply pointed ears. In winter the fur is dark grey on the back, reddish grey on the sides, lighter on the under parts, and more or less diffusely marked with spots and dashes of black and brown. Skins of superior quality are obtained in the Hudson's Bay district; the collection varies materially in quantity, and the price of raw skins has shown marked changes, from three to thirty-five dollars, touching the latter figure when the demand, though not at the time really great, exceeded the supply. Lynx fur, which is long, soft and dense, is a superb article when dyed a rich, deep lustrous black; it is also effective dyed dark brown, and meets with considerable favor made up natural, either in stoles, collars, capes, muffs or trimmings.

It is also used natural for these various purposes, but is most popular when dyed black.



## Fisher

Rash speculation in everything furry, beginning mildly about 1905 and senselessly increased annually until checked by war in 1914, in carrying the price of all peltries well above "top notch" figures is justly chargeable with effecting the approximate extermination of fur-bearers of highest intrinsic value, including the fisher, and the slaughter of the innocents would doubtless have run on to the finish if several million men had not found in killing each other a freer field for the exercise of their savage instincts.

The fisher, also called black cat and pekan, is the largest member of the marten or sable family, and is found in Canada, the Lake Superior region, northern part of New York State, and occasionally in Pennsylvania and a little farther south; specimens obtained in Canada during the proper season are very fine, being fully furred and of good color; the animal has a rather slender body, long head terminating in a pointed muzzle, short limbs, and long tail quite furry at the base; the fur is dense, but shorter than that of the marten. Considerable variations are noticeable in the soft fur of the fisher, the general hue being blackish, with a greyish tinge on head and shoulders; some specimens are dark brown on the back and dingy grey on the sides; others are a paler shade of brown, and a few show a white spot

on the throat. Canadian skins rank highest in value, and of these exceptionally fine specimens are caught in the Moose River district. The fur of the fisher is occasionally in fashion in Paris and America, but the bulk of the collection has usually been marketed in Russia; it is used in making costly robes, fine neckwear, handsome trimmings, and ladies' hats. It is made up natural.

Fisher-tail trimming has at times been popular in Paris.

Fisher frequents a very limited range in the Adirondacks, N. Y., making its home in the rocky, mountainous, and lake regions, chiefly in Hamilton County, and moderately in the eastern section of Herkimer County, and bordering southern parts of St. Lawrence and Franklin Counties.

A comparatively small number are obtained on the Pacific coast; these rate considerably lower in price.

Fashion determines the value, or rather the price. In the winter of 1906 when fisher was only moderately fashionable, dark raw skins brought \$6.00 to \$10.00; in 1910 increasing favor caused the price to advance to \$10.00 to \$15.00, and in 1913 a strong fashionable demand carried the raw skins to extreme figures, from \$25.00 to \$50.00. At the end of 1916 the price was \$25.00 to \$30.00.



### BADGER

Badger, a mottled grey fur, is obtained annually in moderate quantity, is pleasing in appearance, serviceable, and low in price. It is adapted to various uses, and either natural or dyed makes good neck pieces, muffs, linings and an effective trimming. Skins of the badger are sometimes used for covering trunks.

Dressed pelts are impervious to water.

Coats for automobilists and aviators may be made of badger skins, and will be found protective and durable.

## Wolverine

ILLUSTRATED BELOW

Though the wolverine is quite common to Europe and Siberia, it survives in greatest numbers in Canada; in appearance it resembles a young bear, but is much more ferocious and voracious, the latter characteristic having earned for it the name of glutton. The wolverine varies in length from thirty-six to forty-eight inches, including the tail which is covered with fur and an abundance of long, pendant hairs; in winter the short fur is almost a true black, but at other seasons is brownish-black on the back and rather reddish-brown on the sides; the muzzle and paws are a clear black. Though the annual collection is small the fur is popular at times as a novelty; it is serviceable at all times, and is made



up natural as a trimming, neck pieces, muffs, and exceptionally handsome carriage robes.

Esquimaux use pieces of wolverine fur, when they can get it, to ornament their rather plain and peculiar fur garments.

The wolverine is a fierce and forever hungry enemy of other fur-bearers, and in the course of the year devours many beavers and muskrats, its preferred food, catching them in the open and digging them out of their houses, and on account of this wasteful habit trappers would gladly witness the death of the last member of the tribe.

The wolverine has strong, sharp snowy-white claws which are highly prized as trophies by Indian captors of the savage creature.

## Musk Ox

By keeping well within the bounds of its only discovered habitat, secluded, hilly and rocky districts of limited area in extreme northern sections of North America and the Hudson's Bay Country, the musk ox has survived to the present time, but is found only in small herds of from half a dozen to thirty individuals; it is a heavily built, broad-backed animal, thirty to forty inches in height, having horns, rather large in circumference, radiating from the center of the forehead outward to the sides of the head, then downward and thence upward to the tips. The general color of the male is brown, usually quite dark; the female is much darker, or nearly black; the hair on the neck and between the shoulders is long, and on the sides of very great length,



MUSK OX HEAD

reaching nearly to the ground; the under fur is soft, and greyish in color. The small annual collection usually sells readily; it is one of the few articles that has advanced one hundred per cent at a single sale in London. The fur of the musk ox is made up natural, and is quite attractive. Three hundred and twenty skins were obtained in Canada in 1915.



Foxes abound everywhere, but whether their survival in present large numbers is due to their proverbial cunning, or exceptional proficiency in procuring necessary food, remains to be determined by naturalists after mature deliberation a few centuries hence.

Foxes, though showing no difference in form, vary more pronouncedly in size and color than any other animal, not excepting man, who is numerically next as a varient in both particulars; but for o' a that, extending the comparison, a fox is a fox the world over, a fact which sometimes leads to trouble in the trade, as, for instance, when best red fox skins in the raw are rated at five dollars each trapper thinks the fox skin he caught, being a fox, should rank in the five-dollar grade.

In size foxes vary from eight to forty-two inches in length from tip to tip, and from six to sixteen inches in height; the caudal appendage, ranging up to fifteen inches in length is a showy "tip," being extremely bushy or well furred, always showy whether adorning its owner by birth or purchase, or as the "brush," or trophy, of the red-coated huntsman first in at the kill—by hounds.

Foxes inhabiting very cold districts have coats of long, dense, downy fur and over-hair of exquisite fineness and beauty, and in instances of great value, the price

being graded according to the color, quality, and size of each pelt, in the order here given; all of the very valuable classes are found in Canada, and on that account are noted in this section.

**Black Fox.** The black fox is found in Siberia, vicinity of Hudson's Bay, Alaska, and in rare instances at other places; only a few skins are procured annually, and these command high prices; the fur is very soft, glossy and abundant, and is a rich black on all parts of the animal except the tip of the tail, which is pure white.

**Silver Fox.** The silver fox ranks next in value to the pure black, and is more numerous; fine specimens are procured in Canada, Alaska, Greenland and occasionally in the United States near the Canadian border; the fur is mainly black interspersed with white on parts of the body, chiefly on the back near the shoulders and rump; these white hairs vary in quantity, in some specimens being scattered and moderate in amount, and in others appearing in splashes and patches of considerable size.

**Blue Fox.** The color of the fine, soft fur of the blue fox is not a distinct blue, but is a smoky hue, or a whitish-brown on the surface; the under fur, however,





RED FOX

shows a bluish tinge. The blue fox is found in Yukon Territory, on the mainland and islands of Alaska, in Greenland and Iceland; the annual collection is not large; at times when the article is in fashionable request, imitations are freely produced in dyed skins of lower cost.

Cross Fox. This specimen, which is of good size, is handsomely marked, and its name is due to a dark transverse stripe over the shoulders, which is particularly effective when the fur is made up into a large muff. As a whole the fur is irregular in color, being in part grey, brown, sandy and nearly black; these tones vary in depth in individual specimens. The animal is found in Canada, northern New York, Michigan and Wisconsin; the annual collection, from three to seven thousand, is comparatively small.

White Fox. The white or Arctic fox has a delicate and very beautiful coat of white fur in the winter months only, its fur in summer being a dull brown or bluish-grey. The white fox, like the Esquimau, thrives best in cold latitudes, and the annual supply of skins is procured

in Greenland, Iceland, Siberia and extreme northern sections of North America. White fox is either in strong demand or is almost totally neglected, and with unexampled frequency has advanced or declined one hundred per cent in the London sales; the small collection, however, regularly passes into consumption, dyed skins serving as excellent imitations of black or blue fox.

**Red Fox.** Skins of the red fox are marketed each year in greater number than those of any other color or name; this member of the fox family abounds from Pennsylvania to Canada and from the Atlantic Ocean to the Missouri River, and as many as eighty thousand have been trapped and shot in a single season—and probably the full total was not entered upon the mortality list. The general color is reddish-yellow on the upper portion of the body with greyish effect upon the back, white on the stomach and tip of tail, and black on feet and tail; some are a clear sandy red and white, and others yellow and white, on the portions of the body as specified under the general color. Fur of the red fox is almost always universally popular.

**Grey Fox.** Compared with the preceding members of the race the grey fox is noticeably inferior in fineness and color of fur; at times the pelt is too low in price to be worth the work incidental to trapping even when the animal persists in getting into a trap set and baited for a different creature. The grey fox is found, next in number to the red, in every part of the United States including the extreme south, across the border in Mexico, and to a very limited extent in Canada. The prevailing color of the fur is grey varied with black, sides grey mixed with reddish-yellow, throat white, and

tail, a fair "brush," greyish-black; many of the longer hairs are black with the exception of a single dash of white at about a quarter of an inch from the tip.

Kitt, or Swift Fox. This specimen is the plebian member of the fox family in North America, being least in size and value; the head is short and broad, legs and ears long, and tail bushy terminating in a black tip; the predominant color of the fur is yellowish-grey, darkest down the spine, lighter or pale reddish-yellow on the sides, and nearly white on the under portion of the body.

Yellow Fox. The Fennec, a very small yellow furred fox, is found in parts of Africa. Red foxes, not the same as the American, abound in Australia, and other foxes in sundry sizes and colors frequent the snowy wastes and flowery fields from Pole to Pole, every continent and country, populous or desert.

Fox fur is continuously popular somewhere, natural and dyed, for making neck pieces, linings, muffs, carriage robes and floor rugs; though not durable, it is generally "worth the price" on account of its luxurious appearance.





## Hudson's Bay Company

The Hudson's Bay Company was organized by Englishmen of wealth in 1668-1669, including Prince Rupert, Duke of Albemarle, Duke of York, Earl of Arlington, Earl of Craven and several baronets and knights, altogether eighteen stockholders; it is of record that King Charles was also a stockholder to the extent of three hundred pounds, but whether he paid in that amount is in doubt, though we think he did—it is certain that he accepted dividends on the amount stated.

In May, 1670, under the leadership of Prince Rupert, the organization was granted a charter of incorporation by Charles II., of England, the title being: "The Governor and Company of Adventurers of England Trading Into Hudson Bay"; instead of this long title, the name commonly used has been: "Hudson's Bay Company"; the king's interest mentioned in the grant was "two elk and two black beavers" annually, but

he seems to have been well pleased with an hundred and fifty guineas on his unmentioned stock.

The motto of the Hudson's Bay Company is: "Pro Pelle Cutem," skin for skin; the coat-of-arms shows four beavers, and the cable address, "to this day," is "Beaver."

The charter authorized the Company to carry on the fur trade and conduct a general business with the Indians at Hudson Bay and Victoria; the initial capital of the Company was £8,420; the territory controlled exceeded an area of three million square miles; this large grant of land was subsequently increased.

For convenience of administration, collection of peltries, and protection against white and red opponents, the company erected a number of forts, trading posts, and spacious warehouses; the territory was divided into a number of departments, embracing at one period or another posts as follows: Northern Department, twenty-six posts; Southern Department, twenty-eight posts; Columbia Department, sixteen posts; and Montreal Department, thirty posts; the head office for Canada was and is in the last named department, and city of the same name.

The operating force for each of the several departments embraces the chief factors, chief traders, clerks, apprentice clerks, interpreters, laborers; a number of voyageurs and Indian trappers are retained, and an army of trappers, white and red, carry their season's catch of peltries to the posts for barter or sale. These trappers, when the transaction is by barter, are given pieces of wood of peculiar form, one piece of wood for each skin delivered; these pieces of wood may be exchanged at the



York Factory, an important Hudson's Bay Company Post



White Raccoon



department of supplies in the post for blankets, guns, knives, powder, shot, small mirrors, coats, nets, tobacco, and any other articles needed.

For many years beaver skins were the standard of exchange on the basis appended:

- 1 beaver skin for one pound of tobacco.
- 1 beaver skin for one pound of glass beads.
- 2 beaver skins for one pound of powder.
- 10 beaver skins for one gun.

York Factory, on Hudson Bay, between Hayes and Nelson Rivers, very close to the former and somewhat more than two miles south of the latter stream, was originally built of logs, laid one upon another; later rebuilt of stone. The fort was provided with a number of cannon, nine and twelve pounders, for defense against hostile natives and white marauders. The Indians brought their furs down Nelson River to a point near its mouth, and then carried them to the fort.

Men stationed at the fort included the chief factor, second factor, surgeon, the trader, clerks, mechanics and laborers; working hours were from 8 A. M. to 4 P. M. in winter, and from 6 o'clock in the morning to 6 o'clock in the evening in summer.

The importance of York Factory is shown by the greater volume of the annual collection as compared with other posts. A few comparisons in the offerings for 1916 will prove of interest, though the total collection for that year, owing to conditions arising out of the war, were small in comparison with preceding years—in 1913, the year before the war the total collection of the Hudson's Bay Company, from all posts, included: beaver

37,553, musquash 851,156, fisher 1,952, silver fox 487, lynx 14,960.

At their October, 1916, sales the Hudson's Bay Company offered the following skins: Beaver—the total collection was 10,690, of which 5,816 were York Factory, 2,164 Northwest, 1,342 Canada, 202 Mackenzie River, 76 Esquimaux Bay; prices ranged from 9 to 50 shillings. Musquash, total 127,087 skins, of which 107,-674 were York Factory. Fisher, total 1,750, of which 829 were York Factory. Lynx, total offering 6,508, of which 4,387 were York Factory; three specimen skins brought 65 shillings each, the others sold for 14 to 48 shillings. Silver fox, total 251 skins, all York Factory; sold up to £110.

The territory under the rule of the Hudson's Bay Company embraced a very considerable section of north-western America, extending from  $49^{\circ}$  to  $70^{\circ}$  north, and from Cape Charles, Labrador, to the mouth of the Mackenzie River, an area of nearly three million square miles, a princely domain indeed, and which was materially enlarged in 1774 by the company extending its outposts to Sturgeon Lake.

Fur-bearing animals of rare beauty abounded in every part of this wide wild range of country.

In 1831 the company was granted a new charter conferring increased rights and privileges, and exclusive authority in conducting their trade, furnishing supplies to and obtaining furs from the natives and others, for a term of twenty-one years from May 20, 1838, in North-western British territory not embraced in the original charter; and in addition to this important acquisition to its trapping grounds the company leased all of Russian

America south of 58° north latitude for a period of twenty years from 1840 at an annual rental of two thousand otter skins. A little later the company endeavored to have Great Britain purchase Russian America, now Alaska, generously agreeing to repay to the government the entire purchase price with interest to date of settlement in return for the exclusive privilege of taking furs in the acquired territory. England let the bargain slip, and the Hudson's Bay Company ceased to operate subsequent to the purchase of the country by the United States in 1867.

In 1855 the company's capital stock of two million dollars returned a profit of about six per centum; for some time past dividends, except when augmented through land sales, have not been large, profits on furs being smaller than in the earlier centuries when native trappers bartered skins for general supplies in very limited knowledge of the value of either.

The capital stock of the company has been sold as high as four hundred per cent premium, but none has been offered in open market in many years.

Since the expiration of the last charter of the Hudson's Bay Company in 1859, the entire country has been open to all; in 1870, exactly two hundred years subsequent to the organization of the concern, the Hudson's Bay territory was ceded to Canada, and is now divided into four great provinces. The company still owns a few square miles of good land in the newer provinces; and, though its fur trade is steadily shrinking, conducts a growing business in general merchandise.

The first sale of the Hudson's Bay Company was held in London in 1681 and was a pronounced success,

and was regarded by all in interest as a great event. The first dividend was distributed three years later, and was a fifty per cent divide; another fifty per cent dividend was declared in 1688, and a twenty-five per cent dividend in the following year, and also in 1690. Dividends have been smaller in recent years—but from 1684 to 1916 is a long dividend paying period. To those best acquainted with the continuously sound and successful organization it is known as the Honorable Hudson's Bay Company, a title bestowed, not because of incomparable achievements in trade, or science, or war, but freely accorded as comprehensively expressive of character.

## Newfoundland

A moderate number of fur bearing animals are found in rugged Newfoundland, an island in the Gulf of St. Lawrence; the fur-bearers include the mink, marten, otter and fox. The tendency is steadily toward a decrease in number, with no prospect of an increase except by breeding in captivity.

St. Johns, which is one of the oldest cities on the continent, and which is today only moderately modern, is the center of trade. Fishing is the great industry, and some of the fishing vessels sailing farthest north bring in collections of peltries from time to time; these skins are marketed at St. Johns, but a considerable number are sold singly or in small lots at big prices to interested tourists.

Sturdy and remarkably capable mariners annually visit the coast of Labrador in quest of young hair seals, which are born in vast numbers on the great ice fields

in March of each year ; these newly born seals are caught when only twelve to twenty days old, and before they have entered the water for the first time in their experience.

The hunters sail mainly from St. Johns, and under favorable conditions have returned with forty thousand seal skins as the catch of the crew of a single vessel, and upwards of a total of three hundred thousand skins as the fleets' harvest in a single season.

The young hair seal is chiefly valued for the large amount of excellent lubricating oil obtained from the animal; the hide is also utilized in the production of leather and occasionally and to a limited extent in near-fur garments and minor novelties.



## Hair Seals

Hair seals are widely distributed, being found at the Poles, in all oceans, upon the shores of the several continents and many islands, being nearly ubiquitous, in which particular they are surpassed only by the fox. They abound in greatest numbers, at certain seasons, off the coasts of Labrador, Newfoundland, Greenland and Iceland, and at times are extremely numerous in the vicinity of the South Pole; they evidently circumnavigate the globe, pursue regular orbits, and may be classed as comets among animals, with mother earth instead of the sun as a center, certain islands as their zodiacal signs, and appetite as the constant revolutionary force.

Hair seals differ considerably in appearance and are on that account known by several names, such as harp seal, black-sided seal, blue-sided seal, hooded seal, and common harbor seal. The harp seal has a large mark in contrasting black and white hairs on the shoulders resembling a harp in form; the hooded seal has large folds of skin on the back of the neck which the animal inflates when attacked making it serve as a hood to protect the head; blue backs, are young hooded seals, and bedlamers are males under one year old, at which age the harp-shaped mark appears; the other names relate either to the appearance or habits of the animals, noticeably leopard, crested and jumping seal; all differ from the fur seal, importantly in consequence of the fact that their coats consist wholly of hair, and have no particular interest for furriers except that occasionally skins are dyed black as an odd trimming. The oil is the component of greatest value, the skin being chiefly used in the manufacture of patent leather.

When born, and for a period of about two months,

all hair seals have coats of long woolly hair, which is uniformly white, and on that account are known as white coats; the skins of these young seals are at times in moderate demand in the fur trade. Approximately one million hair seal skins are marketed annually, the largest single collection being obtained by the experienced sealers of St. Johns, Newfoundland, operating off the coast of that country and Labrador.

The sealers of St. Johns made their first catch of hair seals in 1763, at which time they went out in a few small sailing vessels, or fishing boats, to effect the capture of some of the animals observed off the shore of northeastern Newfoundland and Labrador; the initial catch was small, and for some years did not exceed from three to four thousand skins per season; the number was gradually increased as the demand for oil and skins developed, and at the beginning of the nineteenth century the annual catch exceeded sixty thousand skins; larger and larger vessels were built, up to forty tons burthen each, and these were later largely superseded by fast steamers, twenty-six fine vessels with an aggregate capacity of ten thousand tons; some sailing vessels are still engaged in sealing, but for a long term the steamers have taken about five-sixths of the yearly collection of skins.

The hair seals are born, about the first of March, on the ice which lies off the coast in vast fields, many square miles in extent; more than a million old seals congregate upon these ice fields late in February, presenting a wonderful scene of life and incessant activity. The young seals, which constitute the greater part of the annual catch require from twelve to fifteen days for de-

velopment warranting profitable capture; at the end of about three weeks they leave the ice, and after they have entered the water cannot be caught. For many years in succession the sealers set out early, arriving at the ice fields simultaneously with the female seals, but as they indiscriminately killed both old and young, the legislature of Newfoundland regulated the departure of all fleets, sailing vessels not being allowed to leave St. Johns until the first and steamers the tenth day of March. As the vessels arrive at the hunting grounds the men, who carry heavy clubs, scalping knives and towing lines, go at once upon the ice and the slaughter begins; the hunter first, using his club, strikes the young seal a stunning blow across the nose, then cuts the skin open along the abdomen from head to tail, and by a quick motion detaches the skin and adhering blubber, or fat, from the flesh, and deftly turning it into a roll leaves it upon the ice, and passes on to the next killing; when six or eight seals have been killed the rolled pelts are attached to the towing line and drawn off to the vessel—if allowed to lie too long a time, the skins and fat would become frozen fast to the heavy ice.

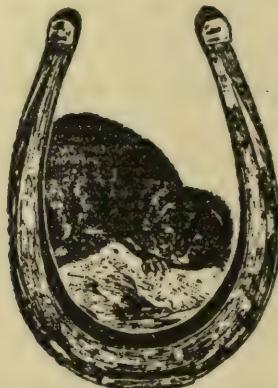
Young seals, fifteen to twenty days old, weigh about forty pounds, and have a protective covering of fat three inches in thickness, between the flesh and the skin; this fat is tried into oil at St. Johns as a lubricant of general utility and considerable aggregate value—approximating a million dollars in a successful season; the skins are pickled and sent to England and France to be tanned, the finished product being used in Europe in the manufacture of ladies' shoes, pocketbooks, book bindings and other small articles. The owner of a vessel

pays all charges for outfit and maintenance, and salary to the captain, whether the expedition meets with success or failure; owner and crew share the proceeds of the catch, the former taking two-thirds, and the balance being equally divided among the members of the crew. Sailing on the ice fields off the shores of Newfoundland and Labrador does not invariably result profitably, is always attended with danger, and not infrequently with great suffering and loss of human life; at times the floating ice moves to and fro in impenetrable masses making it impossible for the sealers to reach the solid ice fields until after the young seals have entered the water, in which circumstance the season proves a total loss; crews on the main ice are at times similarly prevented from returning to their vessels, and in consequence suffer severely on account of the extreme cold, and in instances perish; and in some seasons some of the sailing vessels and steamers are crushed and lost in the heavy pack ice. The slaughter of the young hair seals is cruel, and develops in the sailors a degree of heartlessness exceeding that experienced even on the field of battle; the fearful extent to which the killing is carried is shown by the record—a single vessel has taken into St. Johns a catch of forty-two thousand young and old seals, and a total of nearly seven hundred thousand have been slaughtered by the entire fleet in a single season.

Russian hunters annually capture several thousand harp seals off the eastern shores of the White Sea, which are frequented by large herds of seals of this class in February and March; the seals are pursued in small boats as they are carried along the coast on the ice floes, and are captured in the same manner as at Newfound-

land. Sealing fleets are regularly sent to the Arctic Sea from various ports of Sweden, Denmark and Norway.

Skins of the young seals are occasionally used in the fur trade, and are known, *the skins*, as wool seal; they may be used in making sets and trimmings.



### BREEDING IN CAPTIVITY

Wild fur-bearing animals are steadily going the "way of all the earth" to give place to the more rapid and seemingly limitless increase of the human species; and as the response to the call, "back to the land," becomes more general, as it surely will, our furry friends will swiftly join the "great majority"; the carnivora will pass first, the bear, deer and other large animals will closely follow, and those that can continue to find life sustaining sustenance in proximity to man will linger latest, but in ever decreasing numbers to a minimum devoid of commercial interest.

Wild fur-bearers are already practically extinct in China except the central and extreme northern districts where the character of the soil renders its cultivation im-

practicable; in the more populous countries of Europe comparatively few fur-bearers remain to the present time; in the new world the same condition is being hastened by increasing occupation of the soil, destruction of forests, drainage of low lands, the wanton slaughter effected by professional and amateur sportsmen, trappers and pot hunters, and, all importantly, the almost universal consumption of furs, the demands regularly exceeding the supply.

This demand will continue so long as it can be met, and it can only be supplied in the near future, other than to the satisfaction of an exclusive few, by breeding fur-bearing animals in captivity; this is now being done in a small way and with a degree of success warranting the material extension of the industry.

Millions of dollars have been invested in breeding foxes, particularly blacks, in Prince Edward Island, other parts of Canada, Alaska, and some places in the United States, but to date the industry instead of being conducted on the basis of the fur value, has been promoted as something very like a "get rich quick" enterprise depending upon the sale of the live animals at inordinately high figures to hopeful breeders; this speculative craze will ultimately, and not remotely, give place to better reasons for fox breeding, and the acquired experience in raising the animals for stock dividends will be of very great value when the foxes are bred for fur—the saner purpose. Other breeders in the United States are raising skunk, mink, opossum, raccoon and muskrat for their pelts, and the industry is destined to expand and become the source of future supply.

## Pelt Dimensions

Members of the various species and families of fur-bearers vary in size as they grow, owing to differences in food supply and conditions of environment; the sizes given in mentioning the several animals refer to full grown specimens, but as very many never reach that state the skins received in the markets show extreme variations in dimensions, the failure of a great number to attain full development being due to the fact that the aged and half-grown and the youngsters found their curious way into the traps, perished in the experience, and were shipped to town at the market price—all things considered.

We append the dimensions of a number of dressed, or both dressed and dyed skins, the proportions in which manufacturers are most interested, and which determine the number of pieces and cost of his output; some skins exceed the dimensions given, others are neither so long or so broad, but the measurements express a fair average:

Northern mink, 14x9 inches; Southern, 10x7 inches.

Mink, central sections, 15 to 24x5 to 6 inches.

Civet cat, 14x6 inches, open.

Badger, 25x15 inches.

Marten, 20x4 inches, cased.

Ermine, 12x2 inches, cased.

Raccoon, northern, 27x15 inches; dressed skin is irregular in width.

Siberian squirrel, 10x5 inches, open.

Nutria, 15 to 21x12 to 15, broadest across the hind

quarters, and comparatively narrow across the shoulders.

Cross fox, 35x7 inches, cased; others much smaller.

Fisher, 25x5 inches, cased.

Otter, 35x5 inches, cased; both slightly larger and smaller get into the traps.

Fitch, 19x2½ inches, cased.

Lynx, 30 to 36x10 inches, open.

Wallaby, about 20x10 inches.

Skunk, skins of the American skunk vary so greatly in both dimensions, that it is impossible to state anything like a fair average.

Mink, fox, weasel, marten and similar skins vary considerably in length, but do not differ materially in width.

Japanese marten, dressed open, 24 by 6 inches.



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 ON  
**Wednesday, Thursday, Friday & Monday**  
**AUGUST 25th, 26th, 27th & 30th, 1858,**  
 At ~~TEN~~ o'clock precisely.

THE FOLLOWING GOODS, viz.—

SKINS		Page	SKINS		Page
227,869	Raccoon	76 <sup>1</sup> / <sub>2</sub>	5749	Martin	11. <sup>1</sup> / <sub>2</sub> 60
28,217	Fox Red	1. <sup>1</sup> / <sub>2</sub> 26 <sup>1</sup> / <sub>2</sub>	34,929	Mink	1. <sup>1</sup> / <sub>2</sub> 27
640	" Cross	9. <sup>1</sup> / <sub>2</sub> 25	238,154	Musquash	7. <sup>1</sup> / <sub>2</sub> 38
122	" Silver	15. <sup>1</sup> / <sub>2</sub> 87	24,533	" Black	7. <sup>1</sup> / <sub>2</sub> 44
2740	Otter	5. <sup>1</sup> / <sub>2</sub> 20	1383	Lynx	2. <sup>1</sup> / <sub>2</sub> 40 <sup>1</sup> / <sub>2</sub>
122	" Sea	6. <sup>1</sup> / <sub>2</sub> 44	3777	Cat Common	7. <sup>1</sup> / <sub>2</sub> 73
2294	Fisher	4. <sup>1</sup> / <sub>2</sub> 80	14,984	Fox Grey	7. <sup>1</sup> / <sub>2</sub> 72
2959	Bear	5. <sup>1</sup> / <sub>2</sub> 10	13,848	" Kitt	5. <sup>1</sup> / <sub>2</sub> 74
3857	Beaver	11. <sup>1</sup> / <sub>2</sub> 37	8323	Skunk	1. <sup>1</sup> / <sub>2</sub> 49
696	Wolf	1. <sup>1</sup> / <sub>2</sub> 31	6805	Oppossum	2. <sup>1</sup> / <sub>2</sub> 76

And SUNDRY FURS - - - Page 77

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THE CATALOGUE MEASURES 6<sup>1</sup>/<sub>2</sub> x 15 INCHES, AND THE LOWER HALF, PRINTED IN SMALL TYPE WOULD BE ILLEGIBLE REDUCED TO SIZE OF THIS PAGE.

### ANCIENT CATALOGUE

We reproduce in part the front page of the catalogue of Messrs. C. M. Lampson & Company's sale of

August 25-30, 1858, which is interesting on account of the offerings, printed figures; and the average per skin realized, *written* figures. The collection of 227,000 raccoon will cause many to marvel, doubly so when they learn that 211,207 raccoon skins were offered in January of the same year; while the number of skins is high, the average price of three shillings is low. The entire collection, 227,869 raccoon skins, brought £34,024.13.2.

We are indebted to the estate of the late N. F. Monjo, who was with G. Franchere in 1858, for the privilege of reproducing the catalogue preserved by him among carefully kept records of trade interest.

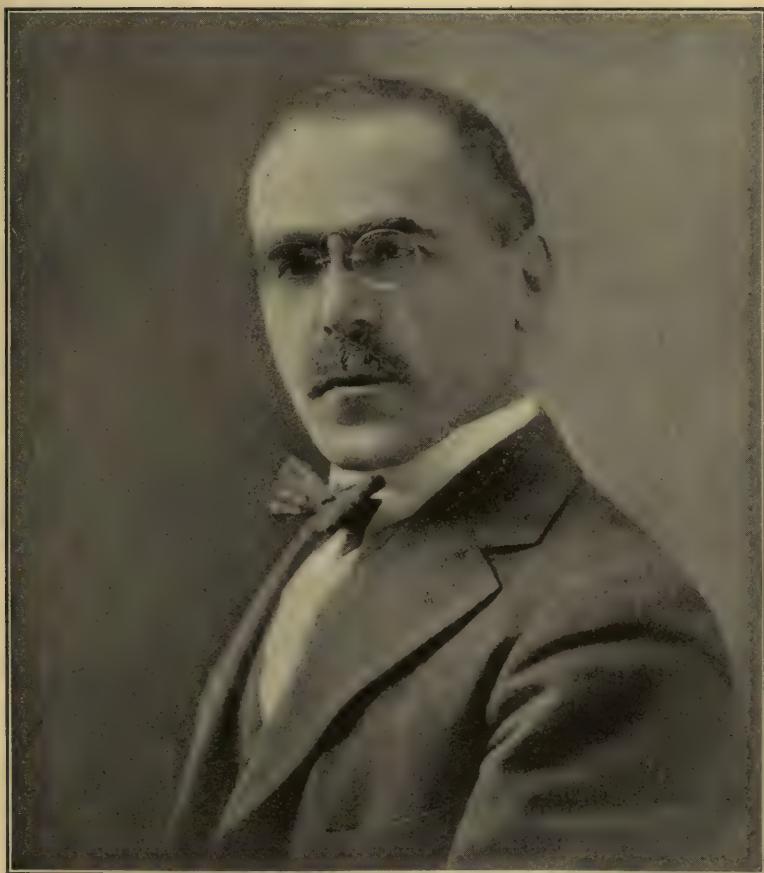


## Morris F. Pfaelzer

Morris F. Pfaelzer was born in Hemsbach, Baden, on March 2, 1871, and came to New York, May 10, 1893, a panic year, and consequently not a particularly favorable time for entering upon a business career in a strange land; but it has always been true that he who makes his opportunity succeeds more definitely and permanently than the one who idly and hopefully awaits the incoming of the ship which never sails because of contrary winds. Mr. Pfaelzer shortly after his arrival in the Metropolis actively engaged in the raw fur industry, and became intently interested in its various phases, and on February 10, 1908, he established a business of his own under style: M. F. Pfaelzer & Company, at 3 East Twelfth Street, dealing in raw, dressed and dyed furs; it was a moderate beginning, in a year of general business depression, but was backed by experience, energy and a determination to succeed, rather than large means; the business did not grow by "leaps and bounds," but it surely increased "line upon line," and the end of the first year showed satisfactory progress, all conditions considered, and somewhat larger premises were taken at No. 6 East Twelfth Street.

The business of the succeeding years was marked by a fairly steady increase, particularly in the raw fur department, shipments of peltries being received from practically all parts of the United States and Canada; the furs thus received were marketed in New York, other manufacturing centers, and in large part were exported to Europe.

On February 1, 1913, Mr. Pfaelzer leased his pres-



Morris F. Pfaelzer



ent premises, 115 West Twenty-ninth Street, where he has achieved continuously increasing success. As the outcome of close application to details, Mr. Pfaelzer has acquired a comprehensive knowledge of furs and fur values; local, national and international methods prevailing in the trade; has built up a sound and safe business, and enjoys the confidence and good will of a large number of fur shippers in all sections of America and leading fur merchants at home and abroad.

Mr. Pfaelzer, even as the multitude, is in business to gain the financial rewards due to intelligent enterprise and patient industry; but it is quite certain that he does not regard that result as the utmost worth while, or altogether as best; none can fail to note that he is in a remarkable degree public spirited, broad minded, progressive and more than ordinarily interested in the welfare and commercial standing of the fur trade, not only in his own city, but in its entirety. In 1914, when conditions in the trade required definite and decisive regulation, Mr. Pfaelzer was the first to take up the matter, give it serious and studied attention, and do all in his power to bring about the organization of the Raw Fur Merchants' Association of New York, which has proved of extreme value to the sustained life of the raw fur business of the Empire City.

Mr. Pfaelzer has always been ready and prompt to participate to the extent of his means and ability in every movement intelligently designed to advance the good repute of the trade, and maintain it distinctly at the front of the foremost rank of mercantile and commercial bodies in America.

Fur Merchants,  
to whom honorable mention is justly accorded

THOMAS W. ADAMS & COMPANY

Hennessy, Adams & Company, established in handling raw furs and ginseng in 1893 at 147 Spring Street, New York. The style of the firm was changed to T. W. Adams & Company, in November, 1895, and has so continued to the present time, enjoying from the first a perfect record for honorable dealing. The firm has relations with large and small shippers throughout America, and leading foreign merchants. The business was removed to the present location, 89 Mercer Street, February 1, 1890. T. W. Adams retired July 1, 1909, and the business was continued without change of name by Richard Auerbach, who was conversant with all departments of the trade. Mr. Auerbach was killed by a subway train at the Eighteenth Street station on the evening of June 16, 1910.

Mr. T. W. Adams at once returned to the business, and still continues it.

BAYER BROTHERS

Bayer Brothers established in the raw fur business in 1890, opening in commodious and very desirable premises at 285-287 Water Street; and from that date to the present time their mercantile and commercial transactions have been guided and governed by the highest principles of honor, and consequently have shown a pronounced and continuous increase, attaining a degree of

importance of which any house might well be proud. The firm receives raw furs of every description, from choice silver fox to moderate cost musquash, and from the far north to southern sections, enabling them to meet the known and exceptional demands of the domestic trade and foreign markets. In addition to raw furs the firm handles alligator skins, and for some years past have been the largest American dealers in hides of this class; their supplies are secured direct from first hands in the South, Mexico and Central America.

Adolph Bayer of the firm died November 20, 1913. The business continues without change of name or policy.

#### HENRY BENNET

Henry Bennet has been actively and prominently identified with the fur trade on both sides of the Atlantic for nearly forty years, during which time he has acquired a large fund of information regarding the fur business and the men, past and present, connected with it. From January, 1881, to December, 1888, he was with Edward J. King's Sons, and on the first of the following year engaged in business on his own account, dealing in raw and dressed skins, and buying and selling on commission, at 169 Mercer Street; in February, 1902, he removed to 140 Greene Street, where he carried an interesting assortment of American, European, Asiatic and Turkish skins. One year later he removed the business to London, where for a number of years he was established as a fur merchant with an international trade in all popular peltries. He next returned to New York and located at 47 East Twelfth Street, making a specialty of

sundry novelties in skins for which there was an increasing demand among local manufacturers.

In December, 1911, he was appointed American agent for Fred'k Huth & Company, London, who had perfected arrangements for holding public sales of raw furs, in the English capital, beginning January, 1912.

### E. C. BOUGHTON

E. C. Boughton began what proved to be an unusual career in the fur business in 1855, and during his experience was at different times engaged in various branches of the trade, as a manufacturer, dealer in raw skins, and a dyer of furs; he was principally active and best known in connection with the wholesale handling of raw furs in which he dealt down to 1889. At one time, not being financially able to monopolize the entire trade, he made a heroic effort to corner opossum; he made special offers for such skins, sought them at all centers of collection, sharply competed with other dealers, large and small, and in the course of his speculation ran the price up to near one dollar and fifty cents, and while his cash held out took every opossum skin that was offered. It was not a wise ambition, and he was so advised many times, and when opossum declined in value the fall was so great that Mr. Boughton was nearly ruined—in everything but spirit.

His method of assorting furs was peculiarly his own; no one before or since ever graded raw skins in his way; it was said that he would take a lot of skins and make as many assortments as there were pelts in the collections; the statement was slightly exaggerated, but was sufficiently near to the truth to warrant the remark.

The following is a copy of an actual "bill of returns" to a New York State shipper, and is a fair exhibit of an assortment made by Mr. Boughton, and prices prevailing at the time:

1	Skunk, black, small.....	\$1.25
1	" nearly black, medium size.....	.30
1	" small stripe, fur off on back.....	.60
2	" small stripe, each.....	.85
1	" small stripe.....	.80
2	" small stripe, all over poorish, each.....	.65
1	" small stripe, little damage on back.....	.65
3	" wide stripe, mostly white, each.....	.30
1	Mink, med. size, very red, poor.....	.35
1	" small, very red, poor.....	.30
1	muskrat, small.....	.14
2	Raccoon, large pale, each.....	1.00
3	" large and med. size reddish, each.....	.85
3	" large and med, very red, each.....	.80
1	" med. and small pale.....	.70
1	" small, reddish.....	.60
1	" extra small pale.....	.55
1	" ex. ex. small pale.....	.40

The above shipment was received by Mr. Boughton on February 26, 1886, and remitted for on March 11, following.

In the height of the fur seal business in New York Mr. Boughton undertook to dye seal skins, but did not succeed in obtaining the color in popular request. He continued in business until 1889.

### WILLIAM M. CLAGG

William M. Clagg, raw fur dealer at LeMars, Iowa, can readily recall the time when there were no railroads in that part of the country, and furs were generally used as a medium of exchange; the purchasing power of the pelts was quite small, but the cost of actual necessities was low—eggs, for example, round ten cents per dozen. Indians abounded in the State, and during the winter months made fairly large catches of furs. Mr. Clagg with a cash capital of four to five thousand dollars in a strong leather belt concealed under his garments, was one of the first experts to visit the Indians and farmers scattered over the trackless prairies to buy their furs; the skins, when collected in sufficient quantity, were baled and shipped to New York.

### WILLIAM EISENHAUER & COMPANY

William Eisenhauer succeeded C. H. Habbert & Company, in September, 1897, dealing in raw furs and ginseng at 378-380 West Broadway, New York; he became widely known throughout the country as an able and exceptionally upright merchant. His forecasts of the raw fur season were remarkably reliable, and evidenced a thorough knowledge of the business. He died February 21, 1906, aged forty-one.

The business was resumed at 507-509 West Broadway, June 1, 1906, by the J. S. Lodewick Company, with capital stock of \$100,000, and was thus continued under the same management and correct principles as formerly, Mr. J. S. Lodewick having been intimately and confidentially associated with Mr. Eisenhauer during his business career. In a published notice, under date of

May 24, 1906, the Estate of William Eisenhauer stated: "We take pleasure in commending the J. S. Lodewick Company to the good will of our former shippers, knowing as we do that they can safely place in the successors to William Eisenhauer & Company the same confidence they had in the old firm."

The continued record of J. S. Lodewick Company to date has fully justified that confidence in the concern.

### WILLIAM H. FLEET.

William H. Fleet when a young man took an academic course preparatory to entering Aberdeen College, Virginia. In 1865 he came to New York and entered upon his mercantile career as a general broker, and in that connection handled raw furs in quantity, becoming thoroughly familiar with all essential features of the trade; in due course he also made large purchases of buffalo hides for J. & A Boskowitz, Eddie, Carter & Company, and other important houses in New York.

When the American bison, savagely slaughtered solely for its hide, had about departed to join the red man in his happy hunting grounds, coat makers became extremely anxious to find an article equally good and cheap to take its place; the credit of discovering it is due to William H. Fleet, who "saw it first" in an exceptionally fine dog skin incidentally imported into New York from China in a tea laden clipper. The first lot of Chinese dog skins brought to New York at the instance of Mr. Fleet, were not properly dressed in the homeland, or refinished in America, and though they did not "smell to heaven," they had a distinct K9 odor, which at times is fairly high, and consequently were promptly and

scornfully condemned by the coat manufacturers at St. Paul and elsewhere. A second dressing by expert American workmen rendered the skins quite rosy, and the Celestial substitute for the American buffalo robe was accepted, and has remained the great coat skin to date, its only large and moderate priced rival being the Chinese goat.

Mr. Fleet later imported skins direct, and made a feature of Asiatic, African and European skins of exceptional interest, embracing a number of articles not handled to any extent by other houses. His business steadily expanded, and in a brief period outgrew the premises at 92 Gold Street, which in the meanwhile had ceased to be in convenient touch with the leading fur firms who had moved northward; consequently in April, 1899, Mr. Fleet removed to 121 Mercer Street, the center of the fur district at that time; in 1904 he leased the entire building, 52 East Thirteenth Street, where he has continued to the present date.

As the business increased Mr. Fleet enlarged its scope, adding thereto the importation of furs and skins, and the manufacture of ladies' and men's fur garments, small furs, robes, rugs and gloves in all moderate priced and costly peltries adapted to the purpose.

#### G. GAUDIG & BLUM.

The firm of G. Gaudig & Blum, fur merchants, established at Leipzig, Germany, in 1831, has made an enviable record for efficiency, mercantile and commercial enterprise and integrity, meriting the close study and faithful emulation of all young men who really desire to achieve enduring success in any branch of business.

As the years passed the firm opened branches in other European cities, and from 1877 to 1885 was represented in the American trade by J. B. Chemidlin with headquarters in New York. In 1887 the firm opened in New York a branch, fully equipped and stocked, under their own name, with Eugene Wulzo as manager. Mr. Wulzo remained in charge of the rapidly developing business until the close of 1900, when he was succeeded by Carl Wespy, who conducted the American affairs of the house with marked ability for a little more than two years, when he was recalled to Leipzig, where he died on October 23, 1905, at the early age of thirty-eight. Following Mr. Wespy's withdrawal from New York, G. Gaudig & Blum wisely, as time has shown, committed the entire management of their New York branch to Charles S. Porter, and the control of the business in America passed, for the first time in its history, into the hands of an American representative.

#### ALBERT HERSKOVITZ & SON

Herskovitz & Roth began their mercantile career in New York as manufacturing furriers at wholesale in April, 1887, with factory and salesrooms at 180 Mercer Street; ten years later they discontinued manufacturing and engaged in importing furs and skins for the trade at large. When the firm dissolved Albert Herskovitz continued alone without change of firm name until the close of 1909. On January 1, 1910, he admitted his son, Max Herskovitz, since which date the business has been conducted with unvarying success under style, Albert Herskovitz & Son. The firm additionally does a large

direct business in raw furs, and has an important branch at St. Louis.

### JARDINE, MATHESON & COMPANY, LTD.

Jardine, Matheson & Company, Limited, fur importers of Chinese and Japanese skins collected by their own branch houses in Europe and Asia, have conducted a steadily developing business in New York since 1907. The furs brought forward by the house have been in good request for American manufacture owing to the steady rise in prices of sundry American furs adapted to particular purposes, and the very great consumption of fur of all kinds in recent years; the demand remains strong in consequence of the fact that supplies are still available, notwithstanding the war. The imports of the house include dressed dog skin mats, goat skins and rugs, kid crosses, lamb skins, China mink skins, Thibet crosses, and white coney skins and crosses; raw ermine, fox, kid, raccoon, leopard, marmot, fitch, kolinsky, hare and sundry desirable peltries. The entire fur department of the business was removed in May, 1916, to 25 Madison Avenue, for the convenience of the trade.

### ALBERT JAULUS.

Albert Jaulus established in New York in 1879 as an exporter of American raw furs; he has been from first to last an efficient, conservative and dependable merchant, and fully merits the success crowning his labors. Mr. Jaulus has established excellent American, Canadian and other connections, and is particularly well informed on all essential trade matters.

**R. MAUTNER.**

R. Mautner, an exceptionally upright and able merchant, engaged in the fur manufacturing business in New York in 1869, and by great industry built up a business which extended to all parts of the country. He retired in July, 1901, and was succeeded by his sons under style, H. Mautner & Brother, who have continuously conducted a constantly enlarging business in raw, dressed and dyed fur, in every particular extending and broadening the excellent reputation for efficiency and integrity characterizing the business from the date of its inception. In the course of the years H. Mautner & Brother have successively opened branches in Chicago and St. Louis, which are successfully maintained. Samuel Mautner, of the firm, died May 4, 1916, aged forty-two.

**F. N. MONJO.**

Ferdind N. Monjo, on March 1, 1897, succeeded to the fur importing and exporting business for twenty years conducted at 160 Mercer Street, New York, by his father, Nicolas F. Monjo, who retired on that date. For a number of years following F. N. Monjo continued actively engaged in importing, handling a general selection of European furs of known merit suited to the varying needs of manufacturers in the United States and Canada. Subsequently he devoted his attention to raw furs, securing supplies direct from trappers in all the States, Alaska and Canada, and has thus been enabled to meet the demands of manufacturers at "ground floor figures." He continues to hold a leading place in the same branch of the trade, with offices and show rooms

at 152-156 West Twenty-fifth Street, New York, and a growing branch at 1-3 North Main Street, St. Louis. He is actively interested in every organization and movement designed to improve the fur trade of America both in its domestic and foreign relations and honorable standing.

### JAMES L. PROUTY.

J. L. Prouty established solely on his own account in the raw fur business in New York in 1874; he was alert, energetic and remarkably industrious, and steadily worked his way to a position of prominence in the trade. He dealt direct with producers, or trappers, and as the consequence of rigid honesty in all his transactions gained the perfect confidence of a very large number of shippers of peltries scattered over the trapping sections of the United States and Canada; and in the course of time built up a satisfactory and profitable export trade. Mr. Prouty continued actively engaged in business to the time of his death, January 5, 1897.

Following this event his sons, William L. Prouty and Almond E. Prouty succeeded to the business under style, J. L. Prouty's Sons; these successors continue the trade upon the correct principles steadfastly adhered to by the founder of the house.

### SAMUEL SACHS & COMPANY.

Samuel Sachs in association with his brother, Louis Sachs, established in the fur importing business in New York in 1865, under firm name of L. Sachs & Brother, continuing until December 31, 1904, when the partnership was dissolved, Louis Sachs retiring, and Samuel

Sachs continuing the business alone, as Samuel Sachs & Company. One year later Louis Sachs re-entered the firm as an active member, and remained associated with it until December 1, 1899, when he withdrew and opened a fur business in his own name, conducting it for two years, when it was liquidated.

Samuel Sachs maintained the old business from December 1, 1899, to April 8, 1905, on which date he died; the business then passed to his son, Edward Sachs, who had been with the house for seven years. The firm from the beginning made a feature of skins of dependable quality, making specialties of nutria and beaver; the firm was one of the first to import nutria direct from South America, the goods coming forward in sailing vessels, the voyage usually consuming about one hundred days. Chinchilla skins, in small supply at first, were brought to New York in the same way; one of the earliest shipments arrived showing considerable damage by water, and the skins were sold in bulk "as are"; the buyer hung them up on lines strung across the back yard, dried them thoroughly, and sold them at a substantial advance.

Mr. Samuel Sachs enjoyed the respect and esteem of the entire trade and as man and merchant his career was creditable to himself and the fur industry of America.

#### THORER COMPANY, INC.

Theodor Thorer, of Leipzig, entered the importing fur trade of New York in the eighties of the last century under style of the Transatlantic Fur Company, and gradually built up an important business in Leipzig.

goods particularly adapted to the American market; the affairs of the house were conducted under above title until April 1, 1896, on which date Paul Albert Thorer and Carl Praetorius succeeded under style, Thorer & Praetorius, with desirable warerooms at 99 Spring Street. In April, 1903, Edward M. Speer, a young man of high principles and every essential qualification, and who for some years had been prominently connected with Herskovitz & Roth, accepted the responsible position of general manager of the American business of Thorer & Praetorius, and under his efficient charge, maintained to the present moment, the business has continuously expanded, and for years past the house has occupied a leading place among the progressive fur importing institutions of the greatest market in the world. Thorer & Praetorius dissolved partnership by mutual consent on February 1, 1913, Carl Praetorius retiring from the firm and the fur business, and Theodor Thorer continuing. In 1914 the business incorporated under style, "Thorer Company, Inc." In addition to the importation of dressed and dyed fur skins, the company conducts a large business in American raw furs collected from all best sections of production.

#### MAX WULFSOHN

Max Wulfsohn, who had for many years been identified with the fur industry of New York, established individually at 63 East Eleventh Street in November, 1904, making a specialty of raw and dressed furs adapted to the known needs of leading manufacturers throughout the country.

In 1907 he associated with another in forming an

organization, and then engaged warerooms at 91-93 University Place, to conduct a similar business, but with increased attention to the purchase of raw furs for domestic consumption and export.

The company was dissolved in November, 1912, at which time Max Wulfsohn secured attractive premises at 122-126 West Twenty-sixth Street, where he independently engaged in the raw fur business under most favorable auspices; as the season progressed he consummated many large transactions with leading merchants at home and abroad. The business has continued to increase in volume, and undoubtedly has a great future.

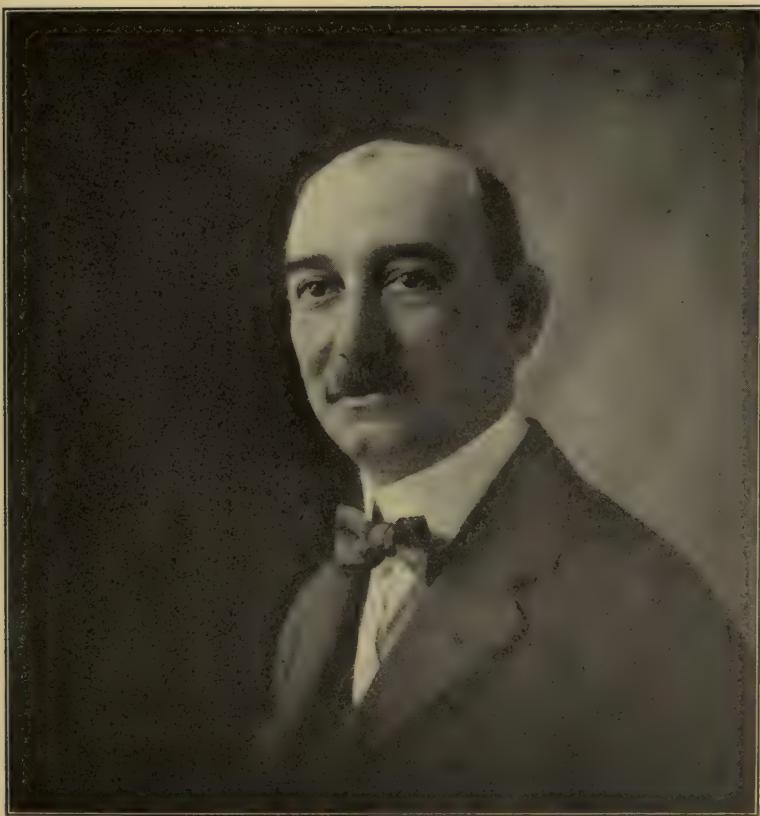
In 1916 the style of the firm was changed to M. Wulfsohn & Company.



## Milton Schreiber

Milton Schreiber was born in Albany, New York, July 24, 1873. While as yet a mere lad he went to New York City where he promptly secured employment in the manufacturing branch of the fur business, to which he devoted studious attention, in due course acquiring a comprehensive knowledge of the industry. In 1900 he established in the manufacture of popular furs, and so continued until November, 1905, when he retired from manufacturing and engaged in the raw fur business under style: Milton Schreiber & Company, in a little more than a year the business, under Mr. Schreiber's able management, outgrew the chosen premises, 28 East Twelfth Street, and in 1910 was removed to more spacious warerooms at 130 West Twenty-sixth Street. Mr. Schreiber remained at that location until 1915, when he transferred the business to the present much larger quarters in the new center of the trade at 134-140 West Twenty-ninth Street.

Mr. Schreiber is a remarkably capable judge of raw fur qualities and intrinsic values, an attainment by no means common; there are many judges of fur, but the number of experts is comparatively small—it is freely



Milton Schreiber



acknowledged among the informed that Mr. Schreiber long since qualified as an expert in all particulars essential to enduring success.

During the season of collection he daily receives numerous bales and packages of newly caught skins, shipped to him by trappers and collectors operating in all parts of the country, the mainland of Alaska and the wilds of Canada, and he considers it to be his duty to the many shippers reposing confidence in his judgment to personally value the peltries thus received. It is a matter of record that receipts of skins from the various sources of origin of collection have steadily increased from year to year, old shippers being retained and new ones added to the roll each season—a result which eloquently affirms that the success achieved by the house has been amply merited. On the selling side of the business it is noted that Mr. Schreiber has developed gratifying relations with leading merchants in all markets, and alert furriers in the great manufacturing center, New York.

Mr. Schreiber is popular in the trade locally and at large, and is regarded by all as a friendly friend, and a dependable merchant.



## Members of the Trade,

prominent in their day and generation, who have joined  
THE GREAT MAJORITY.

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### WASHINGTON BELT

Washington Belt, who had conducted a raw fur business in Newark, Ohio, for some time, came to New York in 1866, and in association with John K. Cilley established the firm of Belt & Cilley, dealing in raw furs and wool. In 1882 the firm dissolved, and Mr. Belt took his son-in-law, Elliott L. Butler, into partnership, under style Belt & Butler; later the name was changed to Belt-Butler Company.

Washington Belt died September 11, 1898.

Elliott L. Butler died May 20, 1916. The business is continued by Howard R. Butler and John Connell.

### BOSKOWITZ

For more than thirty years the business transacted in raw furs, deer, antelope and buffalo hides under the name of Boskowitz was not exceeded in magnitude on the North American continent, with the single exception of the Hudson's Bay Company. They handled immense quantities of goods annually collected in the great northwest, the Pacific Coast, British Columbia, and later on the mainland of Alaska.

Leopold and Joseph Boskowitz, under the firm style of J. & A. Boskowitz, with whom Ignatz Boskowitz was associated, began fur trading with the Indians in 1858, and were the first to so operate in California, the Pacific Coast, and points in British Columbia, with headquarters

at Victoria. They opened a house in Chicago in 1862, and in New York in 1864.

Down to the close of 1867, while Russian-America, now Alaska, was owned by Russia, all furs collected on the mainland and the adjacent islands were taken over under government concessions by the Russian-American Fur Company, and no one, not even a Russian subject was allowed to trade in furs with the natives. In the spring of 1868 a small trader of Victoria, while sailing along the coast to purchase raw furs from the Indians, was caught in a terrific storm, carried far out to sea, and finally driven upon the shore of Russian-America ; knowing that it was unlawful for any one to trade with the natives he supposed his vessel would be seized, and that he himself would be imprisoned or shot, and was agreeably surprised to learn from the governor that the United States had purchased the country, and furthermore that the Russian-American Fur Company was quite eager to close out its entire collection of furs at "unheard of prices"—seal, sea otter, fox, lynx, mink and other fine skins, at something like half a dollar per skin straight—counted, not graded. He invested every penny he had, loaded his vessel with fine furs, and on arriving at home reported his great luck. J. & A. Boskowitz at once sent vessels to Russian-America and secured the surplus stock of the Russian-American Fur Company, at like favorable rates, and cleared a large cash balance.

This venture revealed something of the wonderful fur wealth of the new possession of the United States, and shortly afterward Leopold and Joseph Boskowitz conceived the idea of forming a strong organization to control the fur seal and general fur business in Alaska,

and in due course organized the Alaska Commercial Company, which obtained from the government a twenty-year lease of the fur seal islands, and still collects furs on the mainland. L. and J. Boskowitz withdrew from the company at the end of two years.

The firm of J. & A. Boskowitz were pioneers in pelagic sealing; previous to their entry into the trade, the native sealers operated close to shore, or at most not more than a mile at sea, and at that distance only on very pleasant days.

Commodore Warren had charge of the Boskowitz vessels, and was very successful; fur seal skins at that time were low in price, ranging from six to ten dollars each. The firm undertook the work of dressing and dyeing fur seal skins in New York, engaging E. C. Boughton, 7 Howard Street, to operate the branch; at that time the greater part of the seal dyeing was done in London; the London dyers produced a deep brown or rich plum color, and Boughton could only dye black, and as the London color alone was popular, the Boskowitz-Boughton venture was not a success.

For many years prior to 1870 the Indians were the only buffalo hunters on the western and southwestern plains, and the red men were wards of the government —their collections were sold for them by government agents; these buffalo hides, also known as "robes," were sold to highest bidder at stated times, and for a considerable period an extremely large portion of the annual catch was bought by J. & A. Boskowitz at Chicago. The offerings of Indian goods also included good sized lots of raw and Indian tanned black-tail deer, elk and antelope skins, for glove manufacturers, and

sundry small furs, all of which were handled in quantity by J. & A. Boskowitz; the glove stock, augmented by large supplies of South American deer skins, was marketed for the firm by O. & A. DeComeau in New York.

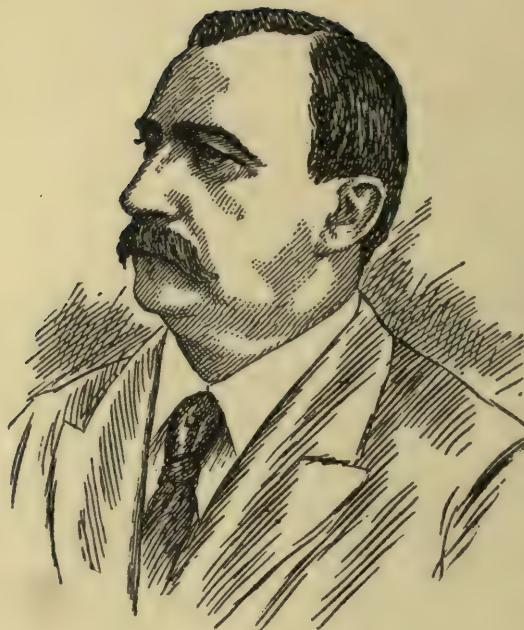
Between 1875 and 1885, when greedy white hunters entered into competition with the Indians, upwards of two hundred thousand bison were killed in a season, and Indian dressing practically ceased; in the height of the trade J. & A. Boskowitz leased a factory in Bridgeport, Connecticut, and turned out the first white-man dressed buffalo robes offered in the market in quantity; this factory was kept running until all the bison were killed. At this time the firm sought a new fur world and found it in China, from which country they imported large quantities of goat and dog skin plates and robes, which were readily worked up into warm and serviceable coats and sleigh robes; at first the "China goods" were very low in price, and excellent profit producers for the importers; but in a comparatively short time competition, both in buying abroad and selling at home, moved prices up in China and profits down in America, and reduced goats and dogs to the "deal level" which is of no particular interest to any one in the fur trade. The consumption of goat and dog skins is still large, but both animals continue to flourish in China in ample numbers to meet the demand.

Ignatz Boskowitz died in Europe in 1906.

Leopold Boskowitz died June 15, 1895.

Joseph Boskowitz has for many years resided in Victoria, B. C., and is now about eighty years of age.

Adolph Boskowitz enjoys a lucrative law practice in New York.



### JEAN B. CHEMIDLIN

Jean Baptiste Chemidlin was born in Imling, France, in 1834, and came to New York sixteen years later; shortly after his arrival he was employed by Pierre Chouteau & Company, fur merchants, with whom he remained until the firm retired from business in December, 1857. He then joined with Gabriel Franchere in forming the firm of G. Franchere & Company, continuing until 1869, when he became associated with N. F. Monjo under style, J. B. Chemidlin & Company. In 1874 the firm was changed to Oberndorfer, Chemidlin & Company, and so remained until 1877, in which year Mr. Chemidlin was appointed American agent for G. Gaudig & Blum, which position he held from 1877 to 1885.

Mr. Chemidlin died September 17, 1888.

### LOUIS BRIEFNER

Louis Briefner began his highly honorable and successful career in the fur business in New York in 1861, and during his active life in the trade, covering more than half a century, he conducted at different times all branches of the business, manufacturing, importing, exporting, and dealing in raw furs purchased direct from trappers and collectors throughout the country. As the years progressed he took his sons successively into partnership, and from the beginning the business was faultlessly conducted, and Mr. Briefner was freely accorded the highest esteem of all shippers and competitors in the trade at large.

Louis Briefner died May 12, 1916, aged seventy-six.

### JOHN K. CILLEY—JOSEPH L. CILLEY

John K. Cilley began his successful mercantile career in New York City in the general commission business, but very early relinquished the produce department, which he found rather distasteful, and in association with Washington Belt, under style Belt & Cilley, devoted his attention to raw furs and wool, in which branch of trade he attained a commanding position, and was favorably known in America and Europe.

In 1881 the firm was dissolved, and Mr. Cilley continued the business as J. K. Cilley & Company with marked success until 1893, when he was elected president of the Ninth National Bank of New York. In consequence of this change in his affairs Mr. Cilley withdrew from mercantile life, and the fur business he had so long conducted was taken over by Joseph L. Cilley,

his brother, in partnership with N. D. Marshall. On May 1, 1894, owing to the death of Mr. Marshall, the firm of Cilley & Marshall was dissolved, and Joseph L. Cilley continued the business individually until May, 1898, when it was liquidated.

John K. Cilley faithfully served the Ninth National Bank as its president until 1900, when he retired.

John K. Cilley was born April 13, 1840; died December 5, 1916.

Joseph L. Cilley was born December 22, 1842; died May 29, 1911.

#### OLIVIER DE COMEAU

Olivier de Comeau entered the fur business as a general broker in 1858, giving particular attention to importations of cut fur for felting. From March 31, 1876, to March 31, 1879, he was a member of P. Robinson & Company, cutters of hatters' furs, Danbury, Connecticut; the firm was dissolved by limitation on the last named date, and Mr. de Comeau resumed his brokerage business, handling Scotch, English, German and Australian hare and rabbit skins, North American and Central American deer skins, and sundry furs; he at one time attempted to corner deer skins with disastrous results, but began life anew, and still remains in the field—the oldest member of the trade daily in active business.

#### GABRIEL FRANCHERE

Gabriel Franchere was a lover of the woods, hills and valleys, and all out doors, and owing to that fact chose the life of fur trader at a time, early in the nineteenth century, when the great west was a wilderness,

Indians on the warpath were more easily met than avoided, and the only habitations were within the forts built by pioneer fur traders as centers of collection.

Mr. Franchere, in company with other venturesome traders and enlisted helpers, traveled the wild country for weeks and months at a time bartering furs with friendly Indians, and dodging those otherwise disposed, with good results, his collections generally being large and valuable. He was often pursued by bands of savages, good hunters and trappers everyone, but who greatly preferred a hairy forelock, Indian or white man grown, to a furry fox pelt; during these stalking experiences Mr. Franchere had many narrow escapes, but he enjoyed the excitement more than he dreaded the danger, and consequently continued his fur quest in the open with ever increasing success.

He gradually extended his operations, constantly westward, until he entered that section of the country now known as Oregon, traded along the beautiful Columbia River, and brought up at Astoria.

Astoria at that time was a settlement and a trading post to which Indian hunters and trappers brought many bales of fine furs each season, exchanging them for provisions and sundry supplies; vessels owned by the company visited Astoria twice a year with supplies, taking on the return voyage all furs collected to date of sailing.

In the forties Mr. Franchere settled in the fur business in New York in association with Ramsey Crooks, as a member of the American Fur Company, and finally as head of the firm of G. Franchere & Company, which continued from 1857 to the close of 1868.

### ALFRED FRASER

Alfred Fraser, a man of irreproachable character, marked intellectual attainments, and exceptional commercial ability, devoted his life to the fur trade, not merely as one who sought its pecuniary rewards, but to definitely develop it to the extreme of possibility, and insure it a leading place among mercantile and commercial enterprises held in enduring respect in the markets of the world.

Mr. Fraser began his business career as a young man in the universally known and honored house of C. M. Lampson & Company, London, and by efficient attention to his duties steadily advanced to higher and increasingly important positions of trust, and in 1878 was admitted into partnership. Following this event Mr. Fraser, who had previously made annual visits to America in connection with the business, came to New York as permanent American representative of his firm, and was entirely successful in conducting the affairs of the house, and instrumental in augmenting the business of the firm.

Mr. Fraser was well known to all raw fur exporters in the United States and Canada, enjoyed the confidence and esteem of all American fur merchants, and his retirement in 1911 from active participation in the business was sincerely regretted.

Mr. Fraser died November 10, 1915, aged seventy-six.

### C. H. HABBERT

C. H. Habbert was actively engaged in the raw fur business in New York for a quarter of a century; he was highly respected by all who knew him, and his intimate and casual acquaintances embraced a vast number of fur merchants, leading manufacturers and raw fur shippers in both America and Europe.

He entered the trade with Belt & Butler, who annually handled thousands of skins shipped to them by individuals and firms in all the states and Canada.

Later he established in the same branch of trade on his own account, and was noticeably successful.

Mr. Habbert was an unusually profound student of economic conditions, and his annual forecasts of raw fur prospects for the immediately succeeding season were read in the trade at large with extreme interest.

Owing to impaired health Mr. Habbert retired from mercantile pursuits in 1896, subsequently taking up his residence near Frankford, Germany.

### CHARLES A. HERPICH

Charles A. Herpich began a fur importing business in New York in 1853, with Leipzig branch; he was extremely industrious, well informed, and very progressive, and under his tireless management the business grew rapidly, and was extended to all large cities in the states. In addition to foreign goods, he purchased large lots of raw furs from collectors, both for American consumption and export; he also dealt heavily in buffalo robes, and in 1875 purchased the entire Fort Benton collection of forty thousand robes, and other smaller lots;

additional purchases were made the following year, rather more than trade conditions warranted.

In 1877 he became financially embarrassed, but in a short time effected a settlement and continued, but with lessened output. February, 1895, the business was incorporated under style, Charles A. Herpich Company.

On June 18, 1878, in consequence of great mental depression due to his reverses, he committed suicide by shooting at his place of residence in New Brighton, Staten Island.

### HENRY KRAUS

Henry Kraus, born in Germany June 7, 1844, came to America when a young man, and on account of his knowledge of the business readily found employment in the fur trade in New York. In 1875 he established an importing and exporting business, handling raw, dressed and dyed furs; for a time he was associated with Joseph Steiner.

Mr. Kraus was an honorable and universally respected merchant. He died May 23, 1913, at Bad Kissengen, Germany, where he was sojourning on account of failing health.

### EDWARD J. KING

Edward J. King founded in New York in 1839 an importing business in furs and skins, which in later years occupied a commanding position in the trade; he was conservative, alert and remarkably successful. Mr. King was exceptionally well informed in all matters in any way affecting the trade; rigidly exact regarding every transaction; he possessed a wonderful memory

for details, and could readily give dates, assortments and prices covering public sales for extraordinary periods. He died June 30, 1885.

Following his death the business was taken over by his sons, under style, Edward J. King's Sons, and was continued until January 1, 1900, when it was liquidated.

### WILLIAM MACNAUGHTAN

William Macnaughtan conducted a fur commission business in New York from 1849 to 1879, and was widely known in the United States and Europe as a merchant of extreme ability and integrity, an expert judge of furs, and a careful student of trade conditions.

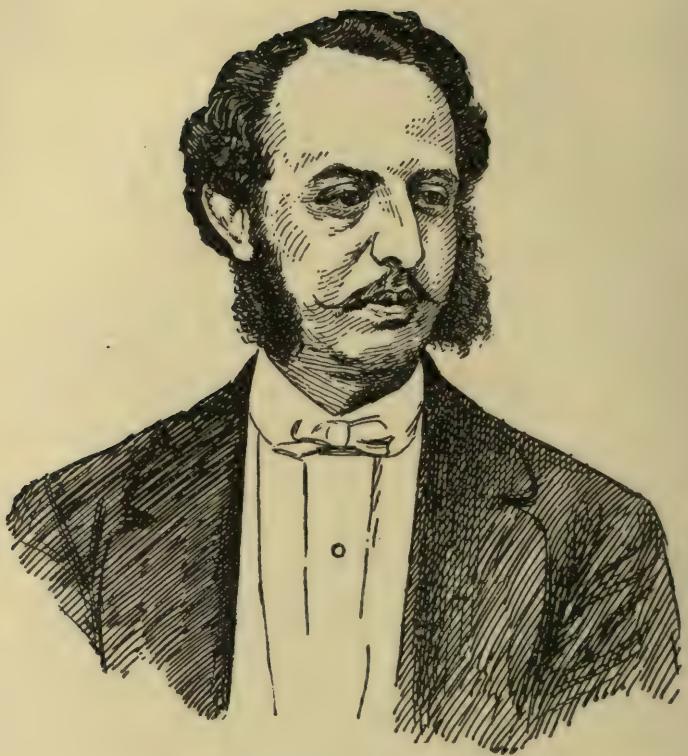
Mr. Macnaughtan was never charged with an improper transaction, or giving a promise that was not kept to the letter.

He was born in Paisley, Scotland, November 8, 1820; twenty-eight years later he came to New York, and very soon after his arrival was employed by John C. Lord, a leading furrier of that period.

Rather more than a year later he accepted an important post with Ramsey Crooks, formerly associated with John Jacob Astor, and a partner in some of his chief enterprises, particularly the American Fur Company, the Astoria venture, and the Pacific Fur Company.

On the death of Mr. Crooks the business passed in succession to Mr. Macnaughtan, who continued it with extreme credit to himself and the American trade.

Mr. Macnaughtan died February 6, 1879.



NICOLAS F. MONJO

Nicolas F. Monjo was for an exceptionally extended period one of the best and most favorably known fur merchants in New York; he was not simply known in the Metropolis, or by name and reputation generally, but was personally known to all important fur dealers from coast to coast in the United States, the most remote settled points in Canada, and the great cities and markets of Europe, by all of whom he was highly respected and esteemed on account of his manifest integrity, respect for his word, and his exceptionally complete

and reliable knowledge of every detail of the business. He was a very great traveler, visited Europe many times, crossed the American continent frequently, and made numerous visits to the fur centers of Canada, including the new as well as the older Provinces. His travels were continued to very near the termination of his remarkably active business life.

Mr. Monjo began his career in the fur trade in 1859, in which year he entered the house of G. Franchere & Company, with whom he remained for a period of ten years, and by close application acquired a thorough knowledge of the business and men conducting it at home and abroad.

In 1869 he became associated with Jean B. Chemidlin under style: J. B. Chemidlin & Company, and so continued until 1874, when he withdrew from the firm and established in business individually with gratifying success.

In December, 1904, Mr. Monjo was appointed American Agent for A. & W. Nesbitt, of London, who had perfected plans for including North American peltries in their established public sales of Australasian and European skins, on and after January 1, 1905. Mr. Monjo retained this important relation to the English house with marked ability and the satisfaction of all in interest up to the time of his death, which occurred, regretted by all who knew him, May 24, 1914.

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The photograph of Mr. Monjo was taken in 1870—the latest date at which he faced the camera.

### H. L. PENCE

H. L. Pence, in association with J. V. Clawson, engaged in the manufacture of ladies' furs in New York in 1873, and continued thus occupied until 1878, in which year the partnership was dissolved, and succeeded, in manufacturing, by Clawson & Biglow, who continued for nine years, when Mr. Biglow withdrew. Mr. Clawson conducted the business alone to the time of his death, May 25, 1890.

Following the dissolution of the first named firm in August, 1878, H. L. Pence established independently in the raw fur business in New York, as a dealer and exporter, and had a satisfactory career in his second-choice branch in fur merchandising.

In 1898 the business was incorporated as The H. L. Pence Company, followed by the retirement of Mr. Pence from personal participation in mercantile affairs.

### RUDOLPH SCHOVERLING

Rudolph Schoverling, a careful, conservative, conscientious merchant of the old school, with a thorough German business training, took over an importing fur and skin business in 1885 which had been established briefly prior to that date.

Mr. Schoverling conducted the business with marked credit to himself, but with varying success, general trade conditions being adverse during a considerable part of the time. His integrity was unquestioned, and he was held in the highest esteem in the trade to the time of his retirement in 1893.

He died May 7, 1908, in the seventy-third year of his age.

Mr. Schoverling did not make the fur trade greater than it was when he entered it, an achievement exceeding his financial means, but in honesty and correct business methods he set an example considerably above the average, and every way worthy of emulation.

### JOSEPH ULLMANN

Joseph Ullman was born at Pfafstadt, Alsace, March 23, 1826; at the age of twenty-five he left his native land for America, making New Orleans his destination; he remained at New Orleans for some time, then removed to St. Louis, and later settled at St. Paul, which was then just putting forth the promise of becoming a city—in time.

In 1854, up to which time he had been engaged in another branch of business, he made his initial purchase of raw furs, which netted him such satisfactory returns that he at once disposed of his other interests and, from that date to the time of his death, devoted his entire energies to the fur trade, eventually employing upwards of forty traveling buyers, who thoroughly covered the northwest and southward to Texas in the collection of raw furs, hides and sheep pelts. In 1866 he established a branch at Chicago, and took up his residence in that city; about a year later he opened a selling agency in New York, which in due course became the main American house. Mr. Ullmann also established branches in Canada to facilitate collections and shipments. In 1873 warerooms and offices were leased at Leipzig, Germany, to which Mr. Ullmann devoted close attention, and he later carried into effect a cherished plan for holding public sales of American raw furs in Leipzig; about eighteen hundred lots, comprising 58,950 skunk, 466,-

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350 brown and 3,250 black muskrat, 6,900 red fox, 43,-380 raccoon, and sundry skins, were catalogued in his initial sale held September 26 to 29, 1875. The immediate effect of the sale was extremely gratifying to the Leipzig trade, as selling thus in open market fixed a standard of values for all articles offered, a condition not previously prevailing. Mr. Ullmann subsequently established permanent branches in London and Paris.

The several establishments in Germany, France, England and the United States, except at Chicago, continue in operation to date, and have been, and are, a power in the betterment of the fur trade both nationally and internationally.

Mr. Joseph Ullmann died at Leipzig, September 3, 1906, aged eighty-one, in the full enjoyment of many days and universal esteem.

#### LEOPOLD WEIL

Leopold Weil, an exceptionally manly man endowed with many surpassingly excellent qualities of mind and heart, entered the fur business at Chicago near the close of 1872 as confidential assistant to Joseph Ullmann, and so continued until 1876, in which year he became identified with the management of the New York house of the same firm.

He subsequently withdrew and engaged in the fur importing business in association with Henry Bressler, following whose death in 1880 he organized the firm of Leopold Weil & Brothers, the associate members being Dr. Isaac Weil and Julius Weil.

The venture was successful from the beginning, and during the entire period of its existence, some twelve

years, was conducted in accordance with wholly correct mercantile methods, and unwavering integrity, gaining a reputation which any merchant of that day or this might very well covet as among the best things of time.

Leopold Weil was a man whom friends, acquaintances and commercial competitors "delighted to honor," for he honored himself, and to the limit of his powers sought to make the trade of his choice honorable.

Leopold Weil died February 6, 1903, in the forty-ninth year of his age.

Julius Weil, junior member of the firm at the time it was organized, died August 4, 1908.

Dr. Isaac Weil, liquidated the business after the death of the senior member of the firm, but remained in the trade until December 31, 1916, when he retired.



## Manufacturing Furriers

SOME OF THE PROMINENT WHOLESALE MANUFACTURERS OF NEW YORK OF HIGHEST REPUTE WHO ARE WELL KNOWN AT HOME AND ABROAD, AND A NUMBER OF EARLIER DATE WHO IN THEIR DAY HELPED TO MAKE THE FUR TRADE OF AMERICA WHAT IT SHOULD BE

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### M. M. BACKUS

Mancer M. Backus added materially to the high character of the fur trade during his entire connection with it, being prominent in every movement designed to maintain the business on an elevated plane.

He was a native of Utica, N. Y., a graduate of Columbia College, and for some time subsequent to his graduation was editor of the *Presbyterian Church Journal*. In 1844 he, with N. B. Wilbur, formed the firm of N. B. Wilbur & Company, to conduct a wholesale business in hats and furs, with salesrooms at 85 Maiden Lane, New York City. Four years later the firm was changed to Backus, Osborne & Company, in 1857 to Backus, Nichols & Company, and in 1859 the business was succeeded to by M. M. Backus, who conducted it alone until October, 1874, when he took into partnership his son, Henry L. Backus, and continued as M. M. Backus & Company, until the business was discontinued in 1885.

M. M. Backus died April 23, 1887.

## EDWARD E. BALDWIN

For more than half a century E. E. Baldwin has been actively engaged in the fur business in New York City, and he still holds a leading place in the trade.

He began his mercantile career in 1864, buying raw furs direct from trappers, and manufacturing the product for general wholesale trade. In his boyhood days he trapped fur-bearers successfully, and when the marshes in northern New Jersey were under flood in the spring he brought in many fine muskrats with a small rifle.

In 1875 he admitted into partnership N. J. Bishoprick and N. P. Kenyon, the firm being Baldwin, Bishoprick & Company, three years later he purchased the interests of both associates, and took into partnership his brother Bleecker Baldwin and W. P. Dacosta under style E. E. Baldwin & Brother & Company, and so continued until the death of B. Baldwin, seven years later, when E. E. Baldwin bought Mr. Dacosta's interest, and continued alone, as at present, and since 1902 at 34-36 East Tenth Street.

The business embraces raw fur skins, dressed and dyed furs, importing and exporting, and manufacturing.

Mr. Baldwin has made it an invariable rule to manufacture only strictly reliable goods, perfect alike in material and workmanship; his success has been measurably due to his progressive methods, recognized reliability, and his practice of buying everything at "first hand" in thorough knowledge of values and trade conditions.

Bleecker Baldwin, who entered the firm of E. E. & B. Baldwin January 1, 1882, died November 13, 1889.

### BENJAMIN BLOSVEREN

Benjamin Blosveren, born in Kalish, Prussian Poland, in 1836, came to New York when thirty-two years of age, and for about nine years served as an exceptionally efficient furrier with the prominent house of Harris & Russak. In 1877 he engaged in business on his own account manufacturing fine seal caps. He died November 28, 1893; highly respected by all who knew him. The business was continued by his sons, Moss and Baron Blosveren, under style B. Blosveren's Sons, who have made a grand record as progressive manufacturers; the productions now include seal and fur caps, men's fur and fur-lined coats of best quality, and attractions of more than ordinary value in ladies' fashionable furs.

The firm, since February 1, 1914, has occupied very spacious quarters at 36-38 West Thirty-seventh Street.

### F. BOOSS & BROTHER

Frederick Booss & Brother was for a little more than half a century one of the firms that imparted character to the fur trade in America, and if all others had wrought as wisely and well the fur business would have occupied the first place in the category of mercantile and commercial bodies.

Frederick and George Booss came to New York from Germany in 1853 and established in fur manufacturing as F. Booss & Brother in the down town district; in 1864 they purchased the plot and building at 449 Broadway, where the business was continued to the date of the death of Frederick Booss, December 4, 1901. George Booss died September, 1898. The firm was

awarded a Gold Medal at the Centennial Exposition, Philadelphia, 1876, and another at the Paris Exposition, 1878.

### KARL FUCHS

Karl Fuchs has been a prominent fur manufacturer in the leading fur manufacturing market in the world, New York, for many years; at the outset he determined to produce only reliable goods—full value to every buyer—and in holding to his purpose made remarkable progress from season to season. In every department of human effort the specialist is at the top; for years past Mr. Fuchs, though making up other furs, has made a specialty of lynx, and has achieved extreme success in the effective development of that excellent fur. The business was incorporated in 1915, and has since been conducted at 130-132 West Twenty-fifth Street under style, Karl Fuchs, Inc.

### DAVID GREENFIELD

David Greenfield began the manufacture of furs in New York in 1852, and built up an extensive trade with leading firms throughout the United States. He was in the highest and best sense an honorable merchant, whose word was never broken. He retired from business in 1897, and died September 9, 1904, in the seventy-ninth year of his age.

## Hugo J. Mischo

Herman Mischo, an efficient furrier, established in 1867 in the manufacture of high class seal and fur caps at wholesale, with factory and salesroom at 76 Bowery, New York, a central location at that time; a little later he removed to 49 Crosby Street, then to 438 Broome Street, and subsequently to 20 Bond Street. He conducted the business with steadily increasing success for a period of twenty-two years, and became widely known as a proficient manufacturer of thoroughly reliable goods, and a man eminently worthy of the highest respect. Mr. Mischo remained actively engaged in business until the beginning of 1889, when he withdrew to enjoy a well earned rest of a little more than eight years —he died March 28, 1897.

Mr. Hugo J. Mischo, dating from 1879, worked for Mr. Herman Mischo for a number of years, during which time he acquired a detailed knowledge of the business, and extreme ability as a practical furrier, attainments of incalculable importance to a manufacturer of furs of quality.

On February 1, 1889, following the retirement of Herman Mischo, the business was succeeded to by Hugo J. Mischo and Jacob Simmons under style, Simmons & Mischo, and continued at the above location.

A little later the firm name was changed to Simons, Mischo & Company, and ladies' fur garments and small



Hugo J. Mischel



furs were added to the productions of the house, with marked increase in trade.

On February 1, 1892, the firm was dissolved, Jacob Simmons continuing alone, and Hugo J. Mischo and G. H. Hill forming a new firm, as Mischo & Hill, with much larger premises and increased facilities at 7 Washington Place, and producing finer goods to meet the requirements of leading merchants throughout the country. Following the death of G. H. Hill the firm was reorganized, Charles Müller being admitted under style, Mischo & Müller, and in 1897 the firm removed to 722 Broadway.

February 1, 1902, the business, which had materially expanded as a consequence of definitely sustained superiority in production, was removed to larger premises at 6-8 West Twenty-second Street; five years later the present commodious building, 29-35 West Thirty-second Street, was leased and occupied.

The firm was awarded the Grand Prize for its very attractive exhibition of superb fur garments at the Louisiana Purchase Exposition at St. Louis in 1904.

In 1914 the business was incorporated under the laws of the State of New York, as: H. J. Mischo & Company, Inc.

The several recorded changes in locations were successively rendered necessary by the continuously enlarging demand for furs of the superior design and quality constituting the output of the house; for years past retail merchants of leading rank in the large cities have been the important purchasers, and their "repeat" orders season after season express their satisfaction better than words ever do or can.

Mr. Mischo possesses a thorough practical knowledge of every branch of the business, and displays unusually good judgment in meeting the tastes and needs of buyers catering to fashionable custom in widely separated sections of the country.

Mr. Mischo is personally known to fur merchants and great fashion creators at home and abroad, and prominent retailers throughout the United States; and he enjoys the good will of the fur trade at large as the merited reward of his fidelity to its highest and best interests.



## CHRISTIAN G. GUNTHER

Christian G. Gunther was born in Saxony in 1795, and as he grew to manhood he acquired a thorough knowledge of the manufacture of furs, and familiarized himself with business methods prevailing in the trade abroad. When he was twenty-three years of age he came to New York, and shortly after his arrival was employed by John G. Wendell, brother-in-law of John Jacob Astor, and leading metropolitan furrier, 57 Maiden Lane. In 1820 Mr. Gunther established a fur business of his own, manufacturing high class goods; he was an extremely careful and conscientious merchant, and his industry and integrity readily won for him a leading place in the fur business, not only of New York, but America, a position continuously occupied to date—with the further distinction of being the oldest established fur business continuously conducted under the same name in the United States. In due course Mr. Gunther received his sons into partnership, as C. G. Gunther's Sons.

Mr. Franklin L. Gunther was an active member of the firm for many years, but withdrew, discontinuing business, some years ago.

Mr. Ernest R. Gunther was a member of the firm for some time, but severed his connection with the house several years ago, and has not since been identified with the fur business.

During all the years the house has given attention to the production of high class furs exclusively, the choicest sables, black foxes, sea otter, Shetland and Alaska fur seals, Russian ermine and our best American peltries; the quality mark, however, has not been limited to the materials of manufacture, but has found

very definite expression in the artistic character of the models and perfection in workmanship. Gunther furs were awarded the Gold Medal at the Exposition Universal, Paris, 1867; and a Gold Medal, several Diplomas and fifteen Highest Awards at the Columbian Exposition, Chicago, 1893.

The firm has always been exceedingly public spirited, and has contributed liberally to every worthy cause; many instances might be recorded, but one characteristic of all is noted in their contribution of ten thousand dollars to the Johnstown Relief Fund.

Christian G. Gunther, founder of the house, died October 30, 1868, aged seventy-three.

C. G. Gunther's Sons was incorporated in April, 1913 under the laws of the State of New York, as successors to the New Jersey corporation of the same name. Directors: Thomas Kearney, Moses Ely and R. L. Logan.

Louis F. Georger was a member of the firm for many years, and was very well known and highly esteemed in the trade; he died May 14, 1913.

John Charles Gunther, an active and influential member of the firm for forty-five years, retired May 1, 1869. He died March 6, 1876, aged fifty-three.

William Henry Gunther, oldest son of Christian G. Gunther, head of the house for an extended period, died September 21, 1877, in the sixty-second year of his age.

Francis Frederick Gunther, last representative of the second generation of the celebrated family, died December 3, 1895, aged sixty-two.

William Henry Gunther, at the time senior member of the firm, died February 15, 1901; born in New York, 1851.

### LEOPOLD HAAS

Leopold Haas, whose long career in the fur manufacturing business was marked by the strictest integrity, came to New York from Austria-Hungary in 1883, and from that time until his death, May 22, 1916, conducted a high class manufacturing and retail fur business. He was married in 1851, and celebrated his golden wedding March 10, 1901, upon which occasion he was the recipient of many evidences of esteem and respect from leading members of the trade.

### HARRIS & RUSSAK

Henry Harris and Benjamin Russak, two thoroughly alert men of affairs, united in forming the firm of Harris & Russak in 1850, and were so associated in business until death separated them, a period of nearly thirty years. On forming the partnership the firm opened a retail hat and fur store at 326 Grand Street, where by untiring industry they built up a sound and progressive business; for many years the store was a "landmark," and became as time advanced one of the best known hat and fur establishments in that part of the city. As their business increased they opened a second store at Eighth Avenue and Twenty-second Street, and a little later a third at 228 Bowery; all of their ventures prospered from the outset.

In May, 1864, the firm materially enlarged its operations, engaging in the manufacture of furs at wholesale, making a feature of popular furs, thoroughly dependable goods, to meet the requirements of leading retail merchants in New York and other large cities; at

that time manufactured furs were carried chiefly by fashionable hatters.

When seal skin became popular, very shortly after the purchase of Alaska by the United States, Harris & Russak were among the first furriers to appreciate the real merits of the article, and to manufacture ladies' seal sacques in exceptionally large number; in the seventies important dry goods houses throughout the country gradually evinced an interest in manufactured furs, and in succession opened increasingly attractive fur departments, and many of the best of these built their success upon the popular priced seal garments manufactured by Harris & Russak. The firm occupied throughout its career a position of highest honor in the fur trade of the metropolis; and their reputation as efficient and upright merchants extended to all parts of the United States.

Henry Harris died June 12, 1879, in the fifty-seventh year of his age.

Benjamin Russak died January 29, 1892, in the sixty-fourth year of his age.

The business was discontinued February 1, 1893.

#### HERX, AMES & RAU

F. Theodore Herx and Charles Rau established as manufacturing furriers in New York in 1891, and so continued until February 1, 1893, when they admitted William B. Ames, under style Herx, Ames & Rau. The firm ranked among the leading manufacturers of high class furs, was eminently successful, honorable, and highly esteemed in the local trade and throughout the country. In rather rapid succession death claimed the entire membership of the house.

F. Theodore Herx died in March, 1914. Charles Rau died May 27, 1914, and William B. Ames joined the great majority March 20, 1916.

### WILLIAM JACKMAN

William Jackman was born in London, England, in 1829, and when a young man came to the United States and shortly afterward, under the lure of "growing up with the West," went to Cleveland, Ohio, where, in 1860, he established a wholesale fur manufacturing business, which steadily increased in volume from year to year quite to the limit of his hopes—really outgrew the foundation, and became big enough to transplant a branch in New York, which in turn has developed into a house of first rank. The expansion was wholly due to the painstaking industry, strict integrity and unswerving fidelity of the early resolve to give full value in every transaction.

In August, 1889, Mr. Jackman received in partnership his sons, Edward F. and Charles A. Jackman, the firm becoming William Jackman & Sons, and so continued until April 7, 1899, when William Jackman died, and the style of the firm, in consequence, was changed to William Jackman's Sons.

## John Ruszits

Living members of the fur trade who knew him, either intimately or but slightly, all agree that in their day and generation John Ruszits occupied the leading place among the fur merchants of America; was a man worthy of honor among honorable men; one who was not born great, did not have greatness thrust upon him, but achieved it, and one who made for the fur business a meritorious record which endures; and for himself, a name which lives on.

John Ruszits is remembered, not for the remarkable things he said, for he was a man of few words; nor for his personal attainments, for he neither sought nor desired rank or station; but he was esteemed and is remembered for what he did, and the ways in which it was done. Not that he accomplished mighty things, but that he began, continued and finished commonplace tasks, the every-day duties incident to his business, with the sustained interest, efficiency and fidelity to details which master minds are supposed to lavish upon greater things, even the greatest.

It is an open question whether he worked the more for himself—the highest attainable reputation as a manufacturer—or his clients, and through them individual consumers. His glory was in his work, and it was so fruitful of enduring values, that others emulate the record—and, “he being dead yet speaketh;” his name lives on in his work.



John Ruszits



John Ruszits was born in Baja, Hungary, in 1817; when yet a young man he went to Germany, where he spent about ten years in acquiring extreme proficiency as a practical furrier, graduating as a master workman, fully equipped for service or leadership. In 1851 he came to New York, and at once engaged in business as a manufacturer of fine furs, productions particularly worthy of being classed as "fine" on account of evident superiority in workmanship.

In one respect he did not differ from the majority—he began at the bottom round, with small means, in modest premises, and by untiring industry steadily advanced, not by "leaps and bounds," but just a day's march forward each day. He did not come to America to make a fortune in a year, or a decade; he came with very little "ready money," but an unlimited fund of confidence in his ability to make a living, with the one thing added which makes a life—contentment. He made more; an untarnished record for integrity, truth, and all that makes for success—and success; it was a personal triumph. He studied the economies of the business even to the last; in order to get the "right goods at the right prices" he purchased raw furs direct from the field; conducted a general trade in dressed and dyed skins—staples and novelties—carefully purchased abroad; and also handled various specialties required in the trade—if he had any hobby, it found expression in his desire to be able to fill off-hand any order that might come to him.

In his career of nearly forty years in the fur trade of America he amassed a fortune; the dollars bequeathed to others, we believe, have made for themselves wings

and flown away, but the example of the one who gathered them is still a power in the fur trade.

Mr. Ruszits died October 18, 1890. As an exceptional mark of respect to his memory all fur merchants in New York closed their places of business during the hour of the funeral on October 21.

A meeting of the trade, October 20, adopted the following:

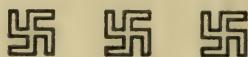
#### RESOLUTIONS.

Whereas, It has pleased Almighty God in His infinite wisdom to take from among us, through death, our late business friend and associate, John Ruszits, for whom we all had the highest regard, esteem, and respect; therefore, be it

Resolved, That we, the members of the fur trade, in meeting this day assembled, desire to bear testimony to his high honor, uniform kindness, courtesy and integrity. He enjoyed the highest respect of all with whom he had business relations, and in his death we feel that the trade, and the community at large, have sustained an irreparable loss which words fail to express.

Resolved, That we extend our sincere sympathy and condolence to his bereaved widow in this her hour of trial; but whose loss is greatly assuaged by the untarnished name he leaves behind him.

Resolved, That these resolutions be suitably engrossed and presented to his widow.



## ABRAHAM AND JAMES JACOBSON

Abraham Jacobson, then a young man of exceptional enterprise and ability, began the manufacture of fur novelties for the trade in 1874; his productions met with immediate success because of originality and readily discernible superiority in general workmanship. In 1878 his brother, James Jacobson, accepted an engagement with the same house, and later went with another firm in which Abraham Jacobson had previously become a partner. February 1, 1891, Abraham and James formed a new firm, under style, A. Jacobson & Brother, leasing premises at 109 Mercer Street, where they made a specialty of the manufacture of high grade novelties and ornaments, under very favorable conditions; they were bright and energetic young men of high character, were well known, and their productions were approved by the best houses in the trade throughout the country. For some time they devoted particular attention to the manufacture of first quality fur and braid ornaments for furriers, and a choice selection of small animal heads, in natural finish, for which there existed at the time an excellent demand in the fur and millinery trades. In 1893 they removed to 160 Mercer Street in order to secure more factory space, and there they increased the number of their manufactures, adding the production of entirely new things in fine head scarfs, celluloid skulls, braids and sundry small specialties of extreme utility in the fur business; somewhat later they made a feature of larger life-size skulls for rugs finished with mounted heads.

On February 1, 1897, in consequence of the very considerable development of their business they secured

greatly enlarged premises at 11-13 West Houston Street, where they materially increased their output of reliable goods, which were quite universally recognized as "Standard" in the fur trade.

On February 1, 1904, the firm removed to their present location, 160 Fifth Avenue, where they have materially enlarged their business, adding thereto the manufacture of furs of highest worth, including Russian sable garments and sets, silver fox, Alaska seal, and other rich peltries wrought into artistic designs, which readily command the appreciation of the most discriminating consumer.

#### ALBERT JAECKEL

Albert Jaeckel has for many years occupied a prominent and leading position in the "ancient and honorable" fur business in the City of New York, but his reputation as an extremely proficient furrier endowed with more than ordinary good taste, is not confined to the Metropolis, for productions carrying his name have long held a high place in favor in all the great cities throughout the country where courtly furs are worn.

He began his career in the American fur trade, which owes much to his genius and love of the beautiful, in 1877, at 12 East Eighth Street, manufacturing furs at wholesale, producing only high class goods; not necessarily the most costly furs exclusively but definitely fine skins, the best in their class, made up by skilled operators who clearly understood that each finished article would be subjected to his searching scrutiny, and would not be allowed to pass to the shipping department if falling in

any degree below his fixed standard of perfection in manufacture.

This rule has continuously prevailed in both the wholesale and retail departments, and largely accounts for the extreme favor accorded to Jaeckel furs by appreciative consumers in exclusive circles.

In 1886 he secured larger premises at 11 East Nineteenth Street, where he considerably extended the business and his reputation as an efficient manufacturer.

A partner was taken in 1895, and under style, A. Jaeckel & Company, the business was removed to 37 Union Square West, and a retail department was added; two years later, February 1, 1907, Mr. Jaeckel leased the very fine building, now occupied, at 384 Fifth Avenue, and has since conducted a leading retail business in furs of highest quality.

In August, 1907, the business was incorporated as A. Jaeckel & Company, the incorporators being: Albert Jaeckel, president; Lewis M. Borden, vice-president; L. A. Hamilton, secretary and treasurer.

#### HUGO JAECKEL, SR.

Hugo Jaeckel has been a prominent fur merchant and manufacturer in the American Metropolis for nearly forty years; he began close to the lowest round of the ladder, and by unwearied industry and purposeful persistence won his way to the topmost round. He entered upon his business career in New York in July, 1878, as a member of the firm of Asch & Jaeckel, manufacturing ladies' furs at wholesale; a year later the firm was changed to Duncan, Asch & Jaeckel, and later, on the death of Mr. Duncan, the original title was resumed, and the business was removed to 11-13 West Houston

Street, and later, January 15, 1892, still larger premises were secured, the firm leasing and occupying the entire building at 20-22 Waverly Place; six years later the firm secured the commodious building at 37 Union Square, and in April, 1908, removed to 16-20 West Thirty-second Street. On February 1, 1905, the firm was succeeded by H. Jaeckel & Sons, the members being: Hugo Jaeckel, Sr., Hugo Jaeckel, Jr., and Richard Jaeckel.

### KAYE & EINSTEIN

Kaye & Einstein, favorably known manufacturers of furs of highest merit, established in business in 1888, and from that date forward have occupied an enviable position in the trade, not alone in the Empire City, but as definitely from ocean to ocean, and in all important markets and fashion centers of the old world. Their styles readily win their way in consequence of their distinctive character, originality and artistic excellence. All transactions, whether sales to or purchases from them, have proven satisfactory to all concerned. Their productions include ladies' furs, men's fur and fur-lined coats, and complete selections of auto fur clothing.

The business of Kaye & Einstein was incorporated in January, 1908, with two hundred thousand dollars capital, by Alexander Heilbronner, Charles Kaye and Raphael C. Korn.

Moses Einstein, of the firm, died June 12, 1902.  
Alexander Heilbronner died September 25, 1916.

### KAUFMAN & OBERLEDER

Kaufman & Oberleder, wholesale manufacturing furriers, have built up a business which is not only a

monument to their own enterprize, but a credit to New York; they set out to achieve success upon the correct basis, quality of materials and excellence in workmanship—and have not missed the mark by a hairs breadth; the phenomenal growth of the business tells the story better than it can be narrated in a multiplicity of words.

Kaufman & Oberleder incorporated in February, 1915. Frederick Kaufman, president; William Oberleder, vice-president; George J. Baruch, secretary; Morris H. Oberleder, treasurer.

### JOHN KONVALINKA

John Konvalinka conducted a manufacturing and retail fur business at 38 Maiden Lane, New York, for forty-four years, and was one of the best known furriers in the city. He was born in a village near Prague, Bohemia, in 1821, and came to New York in 1849; he began business on his own account in 1852, and continued to the time of his death, June 3, 1896.

### LOWERRE & COMPANY

Lowerre & Company, for "years and years" at 83 Mercer Street, enjoy the distinction of being the oldest established house engaged in the manufacture of fur robes in New York. They began in the early seventies of the past century, and were especially important manufacturers of buffalo robes, and later Chinese goat robes in all colors.

Thomas H. Lowerre, of the firm, died November 9, 1902, aged sixty.

**SIMON REINEMAN—ALBERT REINEMAN**

Simon Reineman in 1852 established in the wholesale hat and fur business in the Metropolis, as Reineman, Gimbel & Company, later as Stern, Gage & Company, and subsequently under style Foltz & Reineman, manufacturing furs, and so continued to 1885, from which date Simon Reineman conducted the business alone, achieving very considerable success, and becoming widely known in the trade. On January 1, 1892, he retired and was succeeded by Albert Reineman, who today enjoys a reputation for ability and integrity, as a manufacturer of high-class furs, second to none. Simon Reineman died at Ulm, Germany, July 17, 1905, aged sixty-seven.

**REVILLON FRÈRES**

Revollon Frères, foremost fur merchants and manufacturers of Paris, whose business dates back to 1723, have for nearly forty years unostentatiously exerted a beneficial influence upon the fur business of America as the inescapable effect of the impressively exalted character of the house, their irreproachable methods, and the extreme excellence of the business in all its details. Every department of the great house is conducted in the most progressive up-to-date manner, and in the exercise of the fullest knowledge of commercial conditions and mercantile possibilities in all parts of the world. These statements apply not only to the original foundation at Paris, but as emphatically to the branches established in succession at London, Montreal, New York, Leipzig and points of minor magnitude, not the least of which have their beginning at comparatively recent dates in the new cities and personally planted trading posts in the most

modern provinces and far northern wilds of Canada.

The New York branch of Revillon Frères was opened in 1880 at 731 Broadway, in charge of an American representative, with an excellent selection of their superior fur seal skins in the beautiful French dye, and other choice furs adapted to the requirements of ultra fashionable consumers.

In 1890 the business was confided to the efficient management of Mr. P. A. Majot, and was confined to trade at wholesale; six years later, in order to secure much greater manufacturing facilities the business was removed to 13-15 West Twenty-eighth Street, with Mr. Andre Jave in charge.

The progress of the house was rapid, necessitating another change of location, and in January, 1899, the firm leased the entire building 19 West Thirty-fourth Street and 30-32 West Thirty-fifth Street, and very materially enlarged the business by opening one of the finest retail departments in the United States—their lines at the time included manufacturing, dressed and dyed fur skins at wholesale, raw fur purchasing at first hand, importing, exporting, retailing and cold storage; really every branch of the trade, and profoundly touching every point, place and fur interest of real worth.

The business was incorporated at Paris in 1904.

The house has important branches in London and Montreal, and purchasing agencies in many parts of the world.

Jean Albert Revillon died November 26, 1887.

Leon Revillon died January 31, 1915.

Albert Revillon died at the front in the great war, October, 1915.

Anatole Revillon died January 30, 1916.

### A. P. ROCKWELL

A. P. Rockwell was for many years well known in the fur business of New York; he was for some time a member of the firm of Treadwell & Company, from which connection he withdrew in 1879, and the following year opened a fine fur store at 731 Broadway, with a full line of fur seal skins and model garments from the celebrated house of Revillon Frères, Paris.

He so continued to 1890, when he became manager of The Rockwell Fur Company, which remained in business only a short time; subsequently he occupied an important position with the John Ruszits Fur Company.

Mr. Rockwell died June 1, 1903; born at Guilford, N. Y., March 4, 1840.

### SIMON SCHWERSENSKI

Simon Schwersenski was for forty years one of the best known and most highly respected fur manufacturers in New York; he was born in Germany in 1849, and came to New York when a mere lad; in a short time he found employment in the fur business and kept industriously at work until he mastered the trade. In the spring of 1873 he established a fur manufacturing business of his own, and gradually built up a splendid trade at wholesale.

Mr. Schwersenski was actively identified with a number of charitable institutions. He died August 23, 1915.

### CHRISTOPHER C. SHAYNE

Christopher C. Shayne was born at Galway, N. Y., September 29, 1844, and continued to reside in the old

homestead until he became of age. In 1865 he went to Cincinnati, where he engaged in the fur manufacturing business; seven years later he removed to New York and continued to be identified with the fur trade in various ways. In 1879 he established a small commission business in manufactured furs at 103 Prince Street, and by hard work, perseverance and exceptionally liberal advertising built up a profitable manufacturing and retail business in popular furs. His business grew rapidly, and in a few years he erected and occupied a fine building on Forty-second Street, west of Sixth Avenue, upon which his name is still displayed.

Mr. Shayne died February 21, 1906.

### LOUIS ZECHIEL

Louis Zechiel, who was born in a village in the Grand Duchy of Baden, Germany, in July, 1826, devoted some six years to learning the furriers' trade, and when twenty-two years of age came to New York, and after acquiring a knowledge of local business methods established in fur manufacturing.

From 1850 to 1875 he made up ladies' furs in moderate priced goods with marked success; in the latter year he ceased making small furs, and engaged largely in the manufacture of buffalo, Chinese dog and goat robes.

He was prominently identified with various societies, including F. and A. M., Arion Society and other organizations of Brooklyn.

He died August 25, 1895.



PHILIP WEINBERG

## PHILIP WEINBERG; LOUIS CLARK, JR.

Philip Weinberg, whose useful life exceeded the allotted span of three score and ten years, was a man of unblemished character, one whose word none ever doubted, and a fur merchant of much more than average ability. None was more orthodox in his religion than he; and yet he was not more orthodox in his religion than in his business; his was a life of faithful prayer, and practiced righteousness.

More successful furriers there may have been; but not better men.

Mr. Weinberg began his career as a wholesale fur manufacturer in New York in 1855, locating in William Street, the center of the trade at that time. He devoted his attention to the manufacture of strictly dependable goods, that is, good throughout, the best in fur, furnish-

ings, and workmanship consistent with the selling price. In those days the quality of the fur was considered more important than the "style" in which it was made up; the consumer wanted a "fine fur," not a flashy lining—the real thing, not bargains; furs were not so generally worn, nor so common as at present.

Mr. Weinberg was fully conversant with conditions, but was not content to merely meet them by producing something "just as good" as those of the first line; he sought, rather, to make the quality standard, and in carrying out his purpose won his way into the confidence and sustained custom of the best houses of the period, and scored permanent success.

His business steadily increased, and as the years rolled by larger and larger premises were occupied in abiding prosperity.

Louis Clark, Jr., became associated, as full partner, with Mr. Weinberg in 1867, under style Ph. Weinberg & Company, and for twenty-two years, until its dissolution, the firm occupied a leading position in the fur trade of New York, and was held in the highest esteem at home and abroad.

Mr. Louis Clark, Jr., was upright, just, self respecting and respected by all who knew him socially or in business; a man "true as steel," whom to know was an honor, and whose early death caused profound regret.

Philip Weinberg died June 12, 1907, aged seventy-six.

Louis Clark, Jr., died August 20, 1907, in the fifty-fifth year of his age.

**M. PRENTICE WHITCOMB**

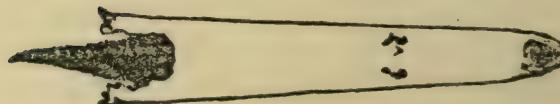
M. Prentice Whitcomb occupied a prominent position as a fur manufacturer in New York from 1854 to 1868; for the first three years he was in partnership with George C. Treadwell, and from January, 1857, to May, 1868, alone; he retired in the latter year. Mr. Whitcomb died at his home in Springfield, Vermont, December 8, 1879, aged fifty-four.

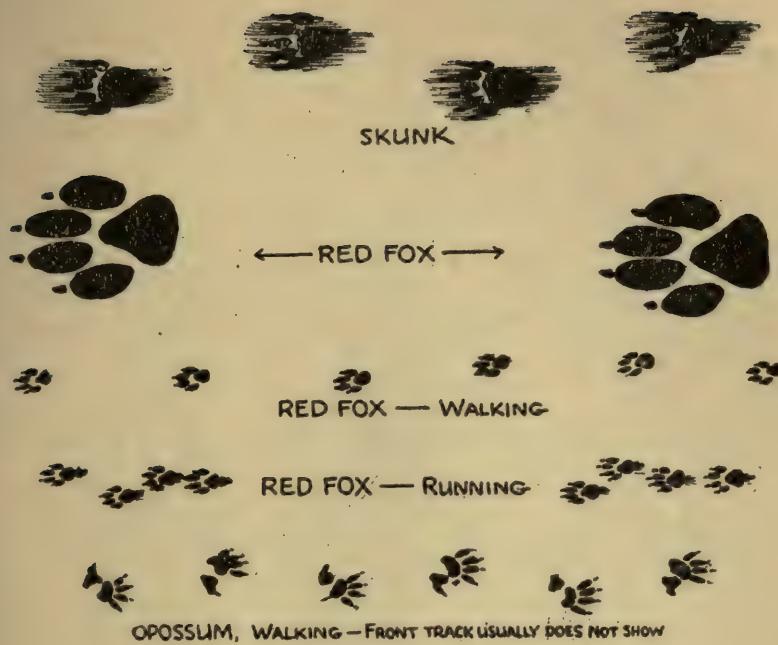
**MUTUAL PROTECTIVE FUR MANUFACTURERS' ASSOCIATION, INC.**

An association with the above title, the latest co-operative movement among manufacturing furriers in New York City, was organized September-October, 1917; the purposes comprehend all mercantile matters in any way affecting the interests of the members, attention centering importantly upon credits.

First officers chosen are: Julius Spirer, president; Emil Goodman, vice-president; Joseph Moscoff, secretary; Dana Flaxman, treasurer.

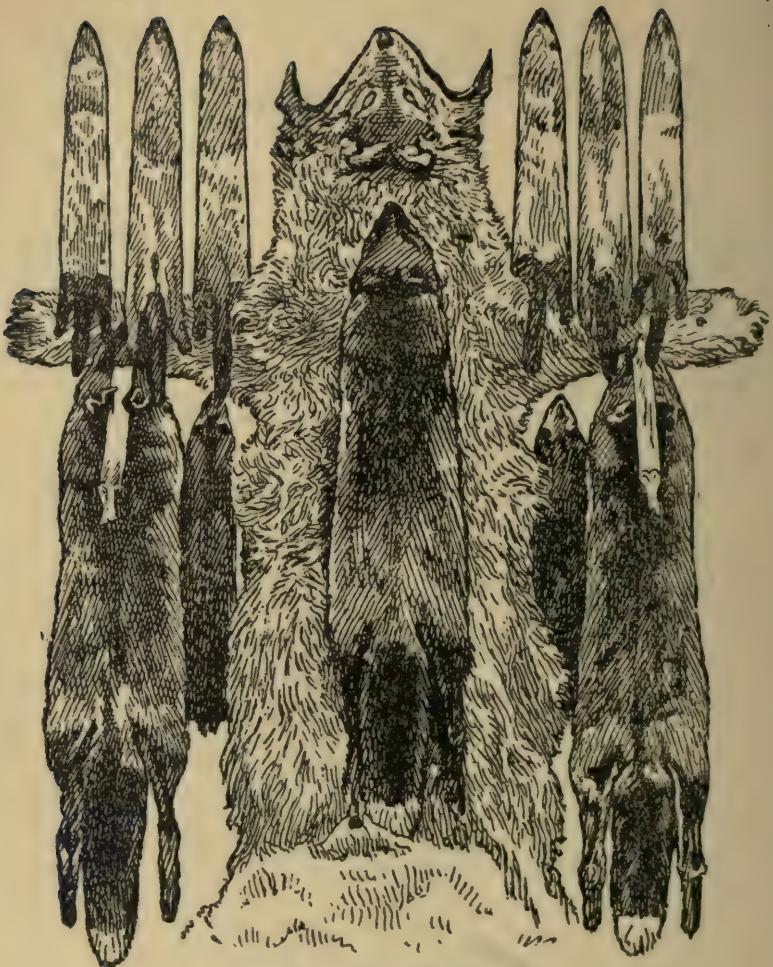
General offices are at 1269 Broadway, New York.





## Tracks

Fur bearers in passing over muddy banks of streams, dusty roads, lake shores and in the uncrusted snow mark the surfaces with their shapely feet; these tracks reveal to experienced hunters and trappers the nature of the animal and the direction pursued. The fur-bearers leave a different trail when walking and running, but the single foot prints are the same under all conditions.



## Baffin Land

Baffin Land, a large wild tract of land, only partially explored, borders the eastern coast of Baffin's Bay, and lies north of Labrador from which it is separated on the south by Hudson Strait. The fur-bearers inhabiting the country, as far as white men have penetrated, include

the fox, lynx, bear and hare; these have been principally serviceable in supplying food to a few venturesome explorers.

## Royalties

In February and again in October, 1917, royalties for war funds were imposed by the Dominion Government on all skins of fur-bearing animals trapped or killed in the Province of Quebec, Canada. October rates were from twenty-five to fifty per cent. lower than the schedule in February, and were as follows: Badger, 25 cents per one hundred skins; beaver, 35 cents each; weasel, 2 cents each; squirrel, 25 cents per one hundred skins; raccoon, 10 cents each; wolf, 70 cents each; rabbit, 5 cents per hundred skins; prairie wolf, 35 cents each; blue wolf, 35 cents each; marten, 55 cents each; otter, 75 cents each; lynx, 25 cents each; black bear, 60; brown bear, 30, and grey bear, 30 cents each; skunk, 15 cents each; mink, 25 cents each; pekan, \$1.00 each; white bear, 70 cents each; white fox, \$1.30; cross fox, \$1.55; red fox, 60 cents; blue fox, \$1.75, silver fox, \$10.00, and black fox, \$15.00 each. The only exception to a decline in amount of royalty was the rate on white fox, which was advanced thirty per cent. above February term. A rate of five per cent. of the commercial value was imposed on all skins not specified. The royalties were embraced under the Quebec game laws.

## Alaska Fur Seals

The 1917 "kill" of Alaska fur seals, taken to furnish food for the natives on St. Paul and St. George Islands, Alaska, aggregated 4,258; the skins have been brought forward.

## SUCCESSFUL RAW FUR DEALERS AND MANUFACTURING FURRIERS IN VARIOUS TOWNS AND CITIES

### **Philadelphia**

There are more manufacturing furriers in Philadelphia than any other city in the United States, excepting New York and Chicago; they are, however, mainly retail or custom furriers; many of them make high class furs, and have very attractive stores.

From time to time Philadelphia merchants have undertaken to handle raw furs exclusively, but only for brief periods; a number of furriers, particularly those on Arch Street, buy raw furs brought to the city by trappers from nearby sections in the collection season.

Down to the close of the nineteenth century an attractively fitted, furnished and well lighted fur store was the rare exception to the rule in the city of Penn; nearly all "emporiums" in which furs were exclusively sold were small, dark and rather dingy, doubtless due in part to the fact that during the "good old summer time" they were closed to business—the doors were quite generally left open during the day to admit air, but not in anticipation of garnering even transient trade. It will readily be perceived that the fur selling season was decidedly restricted in point of time, and will explain why only the most proficient furriers in Philadelphia continued in business for anything like an extended period.

Conditions have greatly changed; today the fur shops in the city, and the number is large, rank among the best appointed, and most attractively stocked in the

the best appointed, and most attractively stocked in the country, and an all-year business is the rule.

John Davis began the manufacture of furs at retail in 1833, and was more than usually prosperous. He was an upright merchant and enjoyed the confidence of a large clientele. In due time he admitted his sons into partnership, with satisfactory results. The business was discontinued March 10, 1902.

J. A. Stambach opened a small furrier's business in 1840, conducting at the outset a custom trade; his excellent workmanship was widely recognized, and for fifty-eight years he steadily progressed, finally advancing to first place. He retired December 31, 1898.

Edward S. Mawson was actively engaged in manufacturing and retailing fashionable furs in Philadelphia from 1850 to 1890; he was well known in the trade both at home and abroad. Mr. Mawson died April 6, 1890.

Gabriel Shoyer established a manufacturing and retail fur business in Philadelphia in 1867; he was a popular man and a furrier of more than ordinary ability and enterprise, and duly attained a position of leading rank in the trade. He died November 22, 1891.

Leo L. Cohn has been successfully engaged in the manufacturing and retail fur business in Philadelphia since 1875, and is still active at the "old stand."

In former years practically all the fur stores were on Arch Street, a center not greatly improved architecturally "unto this day"; at the present time the modern and model establishments are noticeably present on Chestnut and Walnut Streets, and here and there all around town.

## Baltimore

For many decades Baltimore, Maryland, has been a busy center for the collection of raw furs during the trapping season, and each year a number of merchants have found it profitable to handle the peltries secured in the surrounding territory; a few of the merchants deal in raw furs exclusively, but a larger number handle peltries in connection with farm produce, terrapin and other sea food. The regular collection of raw furs includes fox, opossum, raccoon, mink, skunk, muskrat and a few other skins, but muskrat is the article received in largest quantity, the animal abounding in the nearby marshes and in the lowlands swept by the tides.

Baltimore is also a leading market for the sale of muskrats for food, thousands of carcasses being sold and consumed annually.

There is a remarkably good business in manufactured furs at Baltimore, which is efficiently taken care of by some thirty, enterprising furriers, and a larger number of department and specialty stores.

For half a century Robert Quail Taylor, individually and in association with efficient partners, conducted a fur business at Baltimore not surpassed in character and extent at any time in the Monumental City. He began in 1843 with a capital of seven hundred dollars, and in later years sold single garments for a much larger amount. In 1868 William W. Pretzman and G. E. S. Lansdowne became identified with the business, and full partners on February 1, 1879. Mr. Taylor died June 23, 1895.

L. Kraus has been a reliable and successful manu-

facturing furrier at Baltimore since 1864; his business has grown by degrees, even as the city has expanded, and enjoys the same excellent reputation, and is as well known as the monuments.

The number of furriers in the city has greatly increased in recent years, with "honors even," and equal opportunity for all to attain gratifying success.

#### HONORABLE MENTION

The following are included in the record, not because remarkably great—"patient continuance in well doing," constitutes the attainment of greatness in the realm of business—but they are given place because deserving of mention in that wherever they have pitched their tents they have materially elevated the standard of the fur industry, established a new center, and augmented the consumption of rightly named and thoroughly reliable furs.

It is a long way back to the eighteenth century, but we trace our march thither in noting the history of the oldest house, under one name, in the fur business of the United States; during all the years it has been at the same place, Poughkeepsie, N. Y.

In 1799 Tunis Van Kleeck established in the hat and raw fur business in the above New York town, continuing until 1831, when he was succeeded by his son, Albert Van Kleeck, who remained actively engaged until 1866, when the business was transferred to his son, Edward Van Kleeck, who conducted it alone until February 1, 1890, when he admitted his brother, Frank, under style, Edward Van Kleeck & Co., until November 13, 1890, since which date it has been successfully carried on by Frank Van Kleeck.

L. Benedict, a merchant of the old school, established at Cleveland, Ohio, in 1815, in the manufacturing and retail fur business which abides to the present day in the succession of Benedict & Mueller, a firm well known locally and in the larger markets.

John Galligher, who was born at Zanesville, Ohio, August 14, 1822, on attaining his majority entered the fur and hat business of his father, and in 1850 became sole owner, and so continued to 1883, when he took his sons, John and Louis C. Galligher, into partnership; on December 30, 1895, he died in the sixty-fourth year of his age. The business has since been successfully conducted by John and L. C. Galligher, who have built up an extensive trade in raw furs and ginseng.

Milton Tootle, born in Clarksburg, Ohio, 1823, engaged in the raw fur business at the age of twenty, as the outcome of considerable experience in trapping in the immediately preceding years. He was very enterprising, and secured warehouses in Omaha, Nebraska, Sioux City and Council Bluffs, Iowa, and in 1849 made his main house at St. Joseph, Missouri, meeting with success at all places, and amassing a fortune of more than three million dollars. He died January 2, 1887.

Joshua A. Cotrell established at Albany, N. Y., in 1830, what eventually became, and remains, the best known fur house in that city. In 1855 he took in his son, Edgar Cotrell, as a clerk, and four years later as a partner; in 1867 Daniel Leonard was admitted into partnership, and in 1878 the firm name was changed to Cotrell &

Leonard; the firm has continuously enjoyed the respect of the trade at large.

Joshua A. Cotrell died February 16, 1878, in the seventy-fourth year of his age. Edgar Cotrell died April 14, 1890.

T. S. Paddock conducted without any set-back an ever progressing fur business at Cleveland from 1836 to 1891, occupying the same store during the entire period. He died January 4, 1891, aged seventy-seven. The stock was purchased by Halle Brothers, who continued the business for a time at the "old stand," but who now occupy one of the handsomest stores in the new business section of the city.

Charles H. Paulson, a business man of extreme efficiency and integrity, established a fur house in Pittsburgh, Pennsylvania, in 1837. The business grew slowly but surely, and has always been regarded as one of the most substantial mercantile enterprises in the city. It remains to the present day, Paulson Brothers being the successors.

Ezra W. Boughton opened a modest fur business, manufacturing and retailing, at Troy, N. Y., in 1842; he made it a rule to never misrepresent an article, and quickly gained the confidence of a host of fur wearers, not only in Troy, but in Albany and the adjacent country. He died October 29, 1902, aged seventy-eight.

George Scherer opened an up-to-date fur store in Albany in 1848, and for more than half a century occu-

pied a prominent position in the business life of that historic fur center. He died March 5, 1908, in the eighty-third year of his age. The business is continued by Charles Scherer, his son, who was for some years in partnership with his father.

Henry Martin, a man of marked intelligence and business ability, established a fur business at Utica, N. Y., in 1857, manufacturing and retailing, and in the season buying raw furs in quantity. He was very popular and public spirited, and for a term was Mayor of the city. He died April 26, 1915. The business was incorporated in April, 1905, as Henry Martin Company; the officers are: Edwin H. Martin, president and treasurer; Margaret Martin, vice president; John N. Corbett, secretary.

Hiram Willard opened a raw fur business in Marshalltown, Iowa, in 1864, and by uniform fair dealing with the smallest as well as the largest shippers, built up a solid trade, which for all round reliability ranks among the very highest in the country. Mr. Willard in due course took his son into the business, and later it was changed to the present style, H. Willard, Son & Company. The business comprised hides and raw furs exclusively until 1910, when fur tanning and manufacturing departments were added, covering complete lines of men's and ladies' fur goods.

Hiram Willard died in 1906, and the business was then taken over by his son-in-law, Charles H. Hull; in 1911 William B. and Albert F. Hull were admitted, under style H. Willard, Son & Co.

Balch, Price & Co., have for approximately half a century maintained the leading position among the manufacturing furriers of Brooklyn, N. Y. During the entire period they have, with ever increasing success, devoted their energies to the production of fur garments and small furs of the choicest quality, including sables, foxes, seal, mink and other fashionable and costly peltries.

Joseph Pladwell conducted the wholesale manufacture of fur gloves in Brooklyn, N. Y., for more than a generation prior to his death, May 14, 1878. He was an exceedingly conscientious furrier, and instead of seeking to become the largest manufacturer in the country, made dependable quality the standard of his productions. Following his death the business was continued by his widow and sons under style, J. Pladwell's Sons.

John M. Cooper, Bainbridge, N. Y., is progressing toward the half-century mark as a buyer of raw furs, of which he has no superior as a judge, and whose reputation for honesty and fair dealing is faultless. He is exceptionally public spirited, and the best laws for the seasonable protection of fur-bearing animals, and the wise regulation of the raw fur business, ever written upon the statute books of New York State are directly due to his tireless efforts and effectual influence.

Udelmer C. Adams established in the manufacturing and retail fur business at 128 South Salina Street, Syracuse, N. Y., in 1870, under style Stevens & Adams; following the death of Mr. Stevens in 1893, Mr. Adams

purchased the interest of his late associate and continued the enterprise alone, and in his own name, until 1910, when the business was incorporated under title, Udelmer C. Adams Company, with which Mr. Adams remained actively identified, as president, up to the time of his death, November 28, 1916.

Mr. Adams was exceedingly conscientious, handled only reliable goods, and never permitted an article of fur to be sold under the slightest misrepresentation as to name or quality—and the fact was widely known, and a sufficient reason for his success.

G. R. Hunnewell, Auburn, Maine, is the oldest established and largest raw fur dealer in the State. He began buying furs in his youth, and has kept at it with remarkable success. His knowledge of furs, including the several points that count in determining value, is not surpassed, and in the course of his experience he has purchased some of the finest skins found on the continent, and hundreds of thousands of the commoner pelts.

Hull Foster, Jr., began buying raw furs at Athens, Ohio, in 1872, and in the more than forty years of his active connection with the trade, always at the same place, has consistently endeavored to elevate the business, and has gained for himself a high reputation for ability and integrity. H. Z. Foster, his son, is now associated with him in the business.

Adolph Rauh, though born into the fur business, gained his personal success in practically all branches of the trade by unwearied industry. In 1874 he entered

the fur business in the employ of his father, Frie Rauh, at Nueremberg, Germany, devoting his attention to the raw fur department; about three years later he was engaged by the old established Leipzig house, Lomer, Dodel & Co., and when that concern was dissolved in 1880 he was transferred to a similar position with G. Gaudig & Blum, Leipzig, by whom he was sent in 1883 to their New York branch to become their raw fur buyer. He remained with the house until 1890, in which year he was employed by R. Schoverling to buy raw furs and sell dressed and dyed skins; four years later he was similarly engaged by Asch & Jaeckel, and in 1896 went with the Transatlantic Fur Company as western traveler. In May 1892, in association with Paul Richter, Mr. Rauh purchased the manufacturing and raw fur business established at Butte, Montana, by Robert Koene; in May, 1913, he took over the entire business, and successfully continued alone until 1917, when he was succeeded by Richard P. Hoenck.

William Grabowsky, who is an exceedingly capable furrier, established a fur business at Pittsburgh, Pennsylvania, in March, 1875, manufacturing for particular retail custom. On September 1, 1914, he admitted into partnership his son, John Rudolph Grabowsky. The concern handles furs of real merit, and spends money freely and wisely in making the fact widely known.

L. H. Schlosberg, Portland, is the largest exclusive manufacturing furrier in the State of Maine; he occupies an entire four-story building on Congress Street, and makes a feature of the manufacture of the best

class of furs, selling to retail and wholesale trade. The business was established in 1894, and its continuance to date very plainly evidences its values to the community.

A. E. Burkhardt began his career in the fur business in Cincinnati in 1866, opening in a small way with limited means, but with unlimited enterprise, and a determination to mount by merit to the topmost round of the ladder. From the beginning he dealt in raw furs, of which he was a superior judge, and also manufactured furs of approved quality, scoring ever increasing success for more than two decades; a career so brilliant, for which nothing in business ventures of promise was too great, naturally invited some reverse in a trade subject to great advances and retrogressions by the varying whims of fashion, instability of climatic conditions, and the inescapable effect of unfavorable years in general business; but though experiencing a period of depression, which exceedingly few in any branch of trade have escaped, Mr. Burkhardt was undaunted, heroically met and mastered the condition, arose again and is still on deck as the most energetic and progressive raw fur merchant in his city. For some years past he has been ably assisted by his son Carl Burkhardt.

Coloman Jonas and John Jonas, under style of Jonas Brothers, established as furriers and taxidermists at Denver, Colorado, in 1908, and have continued with marked success. Both members are exceptionally efficient taxidermists, and fine specimens, heads and entire animals, have been mounted by them for sportsmen and furriers throughout the west and northwest, and more remote sections.



## Seattle

The Seattle Fur Sales Agency was incorporated in June, 1906, at Seattle, Washington, with F. M. Woodruff as manager. The first sale of the concern was held July 18, 1906, and comprised a collection of good Alaska raw furs—the principal articles offered in all succeeding sales to date. The Agency has been a success under the management of F. M. Woodruff, and has been of incalculable advantage to many collectors of large and small lots in Alaska, who have thus been enabled to readily market their furs at better figures than they formerly realized by selling their furs at home, or shipping to unknown concerns soliciting shipments by mail.

## New York Fur Auction

The New York Fur Auction Sale Corporation held an auction sale of raw furs October 15-19, both dates inclusive, at which the offerings comprised:

Fisher .....	414	Red Fox .....	6,684
Sea Otter .....	2	White Fox .....	1,888
Wolverine .....	272	Silver Fox .....	326
Bear .....	786	Grey Fox .....	4,626
Marten .....	3,888	Skunk .....	88,897
Mole .....	71,069	Lynx .....	4,756
Ermine .....	42,998	Beaver .....	8,689
Wolf .....	16,727	Pahmi .....	9,692
Chinchilla .....	846	White Hare .....	200
Raccoon .....	31,806	Russian Sable ....	199
Civet .....	8,599	Russian Fitch ....	2,327
Otter .....	1,532	American Opossum	113,831
Kolinsky .....	13,685	Ringtail Opossum.	13,949
Nutria .....	43,318	Australian Opossum	19,403
Badger .....	5,372	Australian Fox ..	3,156
Mink .....	43,462	Japanese Marten..	1,217
Muskrat .....	600,086	Japanese Mink ...	4,420
Kangaroo .....	245	Chinese Weasel ..	42,686
Squirrel .....	12,400	Chinese Civet ....	4,556
Marmot .....	1,261	Leopard Cat .....	4,405
Leopard .....	474	Wild Cat .....	11,017
Stone Marten ....	185	Ringtail Cat .....	1,196
Blue Fox .....	644	House Cat .....	15,097
Cross Fox .....	788	Sundries .....	

## NEW YORK FUR AUCTION

It was a great sale, not merely because nearly 1,500,000 pelts were sold, but importantly in that it impressively proved that once and again raw furs in extreme quantity, in spite of the non-existence of foreign demand, may readily be marketed in the true center of the industry.

It was great in that it brought into clear relief the positive spirit of patriotism prevailing in the Fur Trade of America.



Mayor Mitchel, of New York, addressed the assembled merchants in behalf of the Second Liberty Loan, and the response was spontaneous and inspiring, individual subscriptions ranging upward to one hundred thousand dollars being made as rapidly as the tellers could record names and amounts; bonds were taken in the five days of the sales to the amount of

\$3,716,900

## Blue Pelts and Shedders

"Blue pelts," the term correctly describing fur skins which are blue on the pelt or leather side, are the skins of fur-bearers caught early in the fall, while the temperature is above freezing; such skins are "unprime," and the condition of the leather is due to the fact that the blood which supplies "life" to the fur and hair at the roots during the period of growth, has not completed its purpose and been in due course absorbed into the veins of the body. When the animal is killed in this stage of development, the light strain of blood feeding the fur coagulates, corrupts, turns the pelt blue, and weakens it as corruption progresses.

A blue pelt invariably means immature fur, and a weak leather. The same skin caught a few weeks later, when prime, would be mature in fur and strong in leather, and would command a much higher price—and be worth the difference.

"Shedders" is the term applied to fur skins caught in the spring from the time the temperature again rises and *remains* above thirty-two degrees. Such skins may, if not taken too late, have fairly strong leather, but the excess of fur necessary for the maintenance of the normal condition of the animal in winter begins to fall out, or "shed," and continues to do so after the skin has been manufactured, and on account of its poor wearing quality tends to condemn good fur as well as bad in the opinion of purchasers for consumption.

Legislatures of the several States should prohibit the capture of fur-bearing animals before the fur becomes prime, under penalty of seizure of the skins wherever found with added fines for all subsequent offences. There is a more effective remedy. Raw fur dealers and furriers *know* that as a rule blue pelts and shedders are practically worthless, wanton waste, and should therefore refuse to buy them at any price. The present interests of the trade, and the perpetuity of the fur industry, demand such action, not to-morrow or some time, but NOW.



## Fur Dressing

Fur skins are rendered clean, odorless, and pliant by a process, embracing several operations, known as dressing; it is the initial manipulation, and definitely and effectively marks the distinction between "skins" and "furs." The date at which skins were first dressed is unknown, but it is a well attested fact that fur dressing is not an attainment to be credited to civilization, for it was practiced long before Governments were dreamed of or States were formed.

Civilized navigators and pioneers of earliest record who visited great or small or out-of-the-way places where seasons rule, moderately low temperatures or the ice king continuously reign, invariably found that the aborigines, yellow and red, knew how to dress the skins of furry animals, and in most instances were master workmen, or workwomen, for much of the fur dressing done by people ranking as savages was, and is, done by women.

North American Indians and Esquimaux have, so far as can be learned, been particularly efficient, and their dressing is not surpassed in any essential point by the most skilled modern workmen operating singly or in teams with vastly superior mechanical devices and approved materials.

Peltries of every description as removed from the bodies of the animals are stretched and dried on boards, in which state they are classed as "raw," are hard, stiff, greasy, more or less unpleasantly odorous, and in every particular unfit for use, and therefore have to pass through the operations known as dressing to render

them available for manufacturing purposes; dressing results in perfectly purifying and deodorizing the fur, and making the leather as soft and pliant as the finest kid used in making gloves.

Methods of dressing furs pursued by expert dressers engaged exclusively in the work, are too complicated to be learned other than by practical experience, particularly in the manipulation of the choicer and very costly skins, which have to be handled with great care to avoid injuring the fur—except under arrangements at “owner’s risk,” the dresser has to make good losses due to his inefficiency. All fur skins are not dressed in exactly the same manner, generally, however, they are soaked for a number of hours in slightly salted water to advance the softening of the leather; the skins are then allowed to remain in the air until the moisture evaporates, after which they are greased on the leather side with butter, oil or lard of best quality; low grade butter and cheap oils have been used on all but the highest priced skins, but not with satisfactory results as the finished furs retained somewhat of the offensive odor inherent in such materials. The skins, varying in number according to quality and size, are next placed in a machine similar to that used in felting wool, operated by power, and which as it revolves turns the skins over and over and upon each other until the leather becomes quite clean and soft; during this operation the skins are liable to become over-heated, and if this condition is approximated the skins are promptly removed from the machine, spread out to cool, and are again put back for a final beating. Skins heated to excess while being beaten may be uninjured in leather, but the fur will be damaged,

appearing curled, crinkled and burned in spots and patches; such skins are classed as "singed," and the total or partial loss in value falls upon the dresser.

When the beating operation is completed the skins are individually examined, and all remaining shreds of flesh and fat are removed with a dull knife; the skins are next placed in a machine with a mixture of sawdust, rye-bran or wheat flour, and are beaten with alternating plungers until the sawdust mixture takes up as near as may be all the grease, natural and added for dressing, both upon the surface and in the pores of the leather; the small amount of grease remaining upon completion of the above operation is removed either with clay, or by placing the skins in a revolving wheel, called a "drum," with very fine sawdust from red cedar, and revolving them until all grease is absorbed. Following their removal from the drum the skins are shaken or beaten to remove the sawdust and other dressing substances from the fur.

The operation of cleansing the leather of grease with sawdust and bran was formerly performed by "treading"; the skins and dressing substances were placed in casks and men tramped them with their bare feet for hours—in instances the men treading the pelts were not only "in their bare feet," but were otherwise as undressed as the furs they were treading.

When the mechanical operations are completed, workmen carefully comb the fur on all parts of the pelt, and then for the first moment since its removal from the body of the animal the beauty or defects of the fur become fully manifest to the observer.

Furs are first dressed and are then dyed; but cer-

tain kinds of skins are only partially dressed and are then dyed, the dressing being subsequently completed; owing to this practice dressing and dyeing, are often conducted in the same establishment, particularly by operators who prefer, on account of the responsibility involved, to dye skins of their own dressing.

The work of fur dressing is performed chiefly at and in the vicinity of Leipzig, and in lesser amount in other cities of Germany; at and near Paris and Lyon, France; Moscow and Petrograd, Russia; London, England; Greater New York, Newark, N. J., and to a lesser extent in other cities in the United States.

Furs were more or less excellently dressed from the earliest date at which they were used as clothing by savages, barbarians, partially and progressively civilized men.

The work of the Esquimau fur dresser is perfect in every particular. In 1609, when Henry Hudson explored the country bordering the river now bearing his name, he learned that the Indians were expert fur dressers as well as alert trappers and hunters; and the same fact was noted by other explorers and pioneers as they continued their march toward the setting sun.

Indians dress skins by pegging them down, leather side up, upon a smoothe, hard spot of earth; the only substances used is the brains of the animal from which the pelt was taken, and juices of certain berries; this brain-dressing is simply rubbed over and worked into the leather until it becomes nearly dry, and is then carefully scraped off with a blunt instrument, leaving the pelt perfectly clean and soft. In the era of made haste in bison extermination upon the western plains of the

United States, Indian dressed buffalo hides, owing to greater care in skinning as well as excellence in dressing, commanded a higher price in the market than "white man handled" robes.

## Dyeing and Blending

Though skins were colored somewhere near the date of the Exodus, furs were first successfully dyed in the eleventh century, but the results achieved at that early period in the history of the art were not remarkably impressive; and for many years very little progress was made in this particular class of dyeing, as the essential work of cleansing the fur previous to applying the dye was only imperfectly understood. Within the past seventy-five, but more importantly the last thirty years, great improvements have been perfected in methods of dyeing furs both abroad and at home; the progress made in the United States, mainly in Greater New York and Newark, has been most rapid and pronounced, advancing from an insignificant beginning to world leadership in the industry; and the remarkable degree in perfection attained in fur dyeing and the other operations preliminary to manufacturing, dressing, plucking and unhairing, have resulted advantageously beyond calculation to the fur trade at large in the discovery and development of the latent beauty and value of many previously unappreciated peltries — this is especially true of fur seal and coney skins. Sundry other furs, noticeably lynx, opossum, variegated, and pale or faded skins, are greatly improved in appearance and increased in value by dyeing only.

Formulas are guarded as invaluable secrets; each dye of acknowledged superiority, either on account of color or fastness, is the result of patient study and repeated experiments, and their composition and manipulation cannot be obtained from the discoverers for "love or money."

Furs which may be improved by dyeing, and those which are from time to time dyed to meet periodic demands of fashion, are usually colored black, brown or blue; but many fancy colors are also produced by dyers as fleeting fads or imitations, such as blue, red, orange, green, purple and yellow to harmonize with garments to be fur-finished.

Some skins are at times dyed in dual tones, yellow ground fur, and black top hairs; sheared coney has been dyed in imitation of seal, tiger, leopard and zebra skins; white foxes and white hares are dyed a smoky, bluish-brown to imitate natural blue fox; these are only a few of the marvels and freaks produced by efficient fur dyers, who stand ready to deliver on short notice any novelty or imitation that may be desired in quantity.

As a rule furs are dyed in the tub, that is, are dipped in the liquid dye the necessary time for fixing the color; seal skin, which are first nailed fur-side out on boards prepared for the purpose, have the dye brushed on, from four to twelve applications being required to secure the desired tone. Plucked beaver and otter are also brush-dyed.

Brush-dyed skins suffer no deterioration in leather, remain pliant, and are much more durable than skins dipped in the dye tub.

"Seal color," for many years a comparative term in

the trade, was originally a beautiful chestnut brown, but has been superceded by a much deeper hue, emanating from Paris, so definitely approximating black as to rank as black in the judgment of all observers except the elect few claiming the possession of exceptional color vision.

Mink, sable, marten and other furs chiefly beautiful on account of the abundance of long glossy hairs, but which owing to section of origin or season of capture are naturally too light in color to be in vogue, or which have become faded, are darkened by an operation known as "blending."

Such skins would lose much of their gloss and strength if dipped in the dye tub, and much of the essential sheen of the long hairs would be destroyed if the dye should be brushed on as in seal dyeing; as a rule only small portions and patches of the fur require darkening, and this effect is secured by repeatedly touching the fur to be toned with a small brush dipped in a tincture specially prepared for the purpose, the painting being continued until the entire pelt is "blended." Furs that have become faded in service may be similarly treated; or when new fur has been pieced into old garments, the old fur may be blended to harmonize in color with the new.

For generations it was believed that certain fur skins could be properly dyed only in Leipzig; one of the principal articles so regarded was Persian lamb skin, but long "before the war" this dressy skin was satisfactorily colored by American dyers. For many years the trade assumed, and consumers were insistently taught, that fur seal skins could be correctly dressed

and dyed nowhere except in London, and during the many years when the catch exceeded two hundred thousand skins per annum, nearly all the fur seal pelts were manipulated in that city, and American wearers of fur seal garments and novelties per force paid an import duty of twenty per centum on an American article. Seal skins were being dyed in America all the time, though in comparatively small supply, and the dye was good. Dyers at Paris also successfully entered the field, and while they did not lead in volume, they set the fashion in color—and fashion always dominates in fur.

The number of fur dyers in the United States has increased many fold in the past ten years, and they now efficiently dye furs of every class suitable for dyeing; and readily produce the desired color—natural or supernatural.

#### ABORIGINAL FUR DRESSING TOOLS

Illustrations of fur dressing tools shown on the succeeding page are selected from a large number, greatly differing in form, used by North American Indians, as presented in the report of the National Museum, 1889, by Otis T. Mason, curator of the Department of Ethnology.

#### EXPLANATION OF PLATE

Fig. 1. Beaming Tool. Made from the tibia of a horse. There has been little or no modification of the bone. The fibula furnishes a most excellent natural edge for the tool. Cat. No. 19891, U. S. N. M. Piute Indians, southern Utah. Collected by Maj. J. W. Powell.

Fig. 2. Graining Tool. Made of the tibia of the deer. At the middle part, where the bone is hardest, it

is cut in two diagonally so as to expose a square edge on the posterior part. Teeth are cut in this edge to soften the skin after treatment. Cat. No. 19894, U. S. N. M. Utes of northern Utah. Collected by Maj. J. W. Powell.

Fig. 3. Graining Tool. Made of the tibia of a horse. The column cut diagonally across the middle or hardest portion so as to furnish a square edge on the posterior side. Very fine teeth have been made along this edge for graining or softening the skin. Cat. No. 31316, U. S. N. M. Indians of the pueblo of Isleta, New Mexico. Collected by Dr. H. C. Yarrow and Lieut. George Wheeler, U. S. Army.

Fig. 4. Graining Tool. Made of iron. An old-fashioned wagon skein, used on wooden axles before iron axles were invented. The upper or inner portion shows the holes for the rivets. Its edge is serrated for graining the hide. The buckskin thong is wrapped around the forearm and serves as a brace to hold the tool rigid. The shaft is covered with buckskin to protect the hand. Cat. No. 14196, U. S. N. M. Sioux Indians, Dakota. Collected by Edward Palmer.

#### PLUCKING AND UNHAIRING

All animals specially valued on account of their pelage have a coat consisting of long, rather coarse hairs scattered over the entire body, and which generally are darker than the shorter, softer and much more abundant set of exceedingly fine hairs which they cover from view; the longer surface set consists wholly of hair, the under set is what we designate as fur.

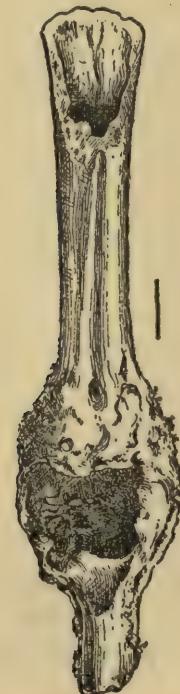
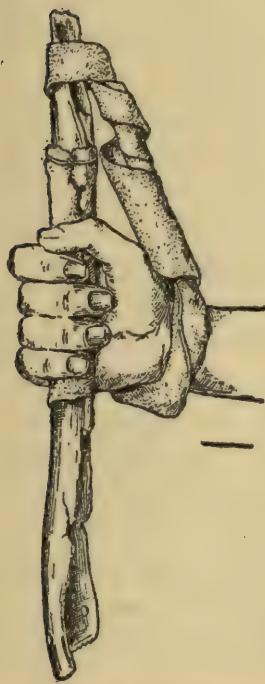
In some species of animals classed as fur-bearers



1



2



TOOLS USED BY INDIANS IN DRESSING FUR AND OTHER SKINS

the upper and in others the under coat correctly ranks as most beautiful, and in instances as the only attractive division; a few specimens are doubly valuable, being exceedingly handsome "in the hair," or as fur only. The first class, those naturally beautiful, includes the sea otter, sable, marten, fox, chinchilla, mink, skunk, lynx, ermine, and a few others having short hair and fur which is either handsomely marked, or uniform in color; those in which the soft under fur is regarded as particularly beautiful, whether natural or dyed, include the fur seal, beaver, otter, coney and muskrat; the beaver, otter, nutria and muskrat may be effectively used either natural, plucked or dyed.

The operation of removing the long hairs is variously termed plucking, picking, clipping, shearing and unhairing; the last named is now the most important.

Beaver skins that are to be plucked are prepared for the operation by being soaked in water to soften the leather and open the pores so that the hairs may be easily removed; when the skins become soft enough to be worked they are warmed, and are then placed upon a rounded beam, fur side down, and shaved on the leather side with a moderately sharp knife which cuts off the hairs at the roots permitting them to be readily drawn out, or plucked. Otter and nutria skins, which are similar in character to beaver, and opossum, mink and muskrat are plucked in practically the same manner; otter, natural or plucked, is a superb and exceptionally durable fur; plucked and dyed otter, nutria, mink and muskrat have at times been freely used as seal imitations, particularly when seal was universally popular and constantly advancing in price, and the other articles

were at low-water mark in value. Fur seal skins are plucked differently, requiring two operations to complete the work; the first constitutes a part of the operation of dressing, the second may be done at any time after the skins have been dyed; the dressers remove a majority of the long hairs, but as those remaining, appearing as tiny glistening points irregularly distributed over the dark surface of the fur, mar the beauty of the pelt, all have to be taken out; originally this finishing process was designated as "picking," and was done by girls, who carefully parted the fur, held it down and then clipped off the short hairs with a pair of shears of peculiar shape. Since 1881 the work of "picking," from that date defined as "unhairing," has been done by a simple but rather remarkable machine, which perfectly unhairs a skin in about an hour, whereas formerly several days were required to do the work imperfectly by hand. The machine consists of a bellows to blow the fur apart, a comb to hold it down while the hairs are being cut, and two knives set horizontal; the machine is operated by a treadle moving the skin forward across an iron bar one-sixteenth of an inch at a time, and as the bellows blow the light fur open the stiff hairs standing erect, unaffected by the light current of air, are instantly clipped off by the knives across the entire width of the pelt.

Some skins, especially coney and muskrat, are merely "sheared"—that is, all the long hairs are cut off down to or slightly into the under fur, leaving a complete surface of uniform depth; sheared skins may be used natural or dyed as imitations of other furs.

White furs, particularly fox and ermine, and es-

sentially Polar bear, are greatly improved in appearance by bleaching in sulphur fumes to restore the fur to a clear, uniform white on pelts that have become stained, soiled or partially yellow.

## Dressers and Dyers

### ADOLPH BOWSKY

Adolph Bowsky is the oldest living and actively engaged fur dresser in America. He was born in Bromberg, Germany, in May, 1833; after learning the fur dressing trade in Berlin, he came to New York, and in 1857 was engaged as foreman in the fur dressing and dyeing works of Theodore Favre, with whom he remained until 1863, when he established a plant of his own on East Fifty-first Street, where the business has been continuously conducted to date.

Mr. Bowsky was one of the first dressers to successfully deodorize skunk; at first only a few hundred skins were dressed annually, but subsequent to 1880 he dressed in excess of one hundred and fifty thousand skins in a single year.

### MAX BOWSKY

Max Bowsky, born in Germany in 1852, came to New York fourteen years later and at once began an experimental study of fur dressing and dyeing, continuing his apprenticeship for about twelve years. In 1879 he established independently, and on account of the excellence of his output became one of the best known fur dressers and dyers in America; his black dye, particularly on fine lynx, was the recognized standard.

He died December 12, 1907.

**JOSEPH DENISON WILLIAMS****J. D. WILLIAMS, INC.**

J. D. Williams, whose superior fur dyeing establishment has been most favorably known in the trade of America for upwards of three-quarters of a century, was born in Albany, N. Y., in 1817, at which time his father was just beginning his business career as a dresser and dyer of furs. Following his graduation at Williams College, Mr. Williams secured a suitable plant at Marlboro, N. Y., and engaged in fur dressing and dyeing in accordance with the most approved methods of the time. He later, in association with his father, removed to New York City and opened a factory in Burling Slip in the immediate vicinity of the center of the fur manufacturing industry of that date; about a year later a great fire swept over that part of the city, and Mr. Williams removed to Brooklyn where for more than half a century he personally conducted a continuously enlarging and popular business in dressing and dyeing fine furs, especially seal, beaver and otter.

Some time prior to his retirement from active duty on account of advancing age, he admitted his sons into the business, which was incorporated in 1901, under style: J. D. Williams, Inc.

Mr. Williams died at his place of residence in Brooklyn, April 3, 1901.

**SCHIFF BROTHERS**

In October, 1902, Theodore and Abraham Schiff and John C. Grasser, under style, Schiff & Company, purchased the factory and business of the Rodiger & Quarch Fur Dyeing Company in Brooklyn, N.Y., and

of Excellence

entered upon the work of dressing and dyeing. The members of the firm were popular and progressive, and made unusually rapid progress in developing a business of exceptional magnitude. In 1909 the plant was taken over by Theodore and Abraham Schiff, under title Schiff Brothers, and continued with pronounced success. Theodore Schiff died December 11, 1915.

#### HERMAN BASCH & CO.

Herman Basch & Company in January, 1902, established a high grade fur dyeing business in the City of Churches, and today the "Basch Dyes," which are practically perfect in points of color and durability, are favorably known to all leading fur merchants and manufacturers. The business has been incorporated and was recently removed to enlarged premises.

#### CHAPAL

C. & E. Chapal Frères & Co., old established fur dyers of Paris, France, opened a branch factory in Brooklyn, N. Y., early in 1904. It is one of the best equipped plants for the purpose in America, and is especially organized and manned for dressing and dyeing fur seal skins as perfectly as the work is done in the celebrated establishment at Paris. All other fur skins in the dyeing class are also handled with equally excellent results. Muskrat, seal and otter are not only dyed, but are also perfectly machined.

The firm additionally operates one of the largest, best equipped and in all respects most modern fur dressing departments in America, in which they dress furs of all kinds, the workmanship being of the highest order of excellence in detail.

### A. HOLLANDER

An exceptionally large and successful fur dressing and dyeing plant is in "full time" operation at Newark, N. J., under the proprietorship of A. Hollander & Son. The business was founded by A. Hollander, who began in a small way in every particular except ability, which was of the order which neither rests nor halts until it "goes over the top."

Michael Hollander, of the firm, is a young man of great enterprise and high purpose; he is extremely progressive, ceaselessly seeks the latest in method, and by his close attention to quality and "speeding," has carried the plant forward to the first class both in grade and output. In evidence of the excellence of Hollander dye a parcel of some thirty thousand seal-dyed muskrat skins manipulated in the Newark factory were offered in a regular public sale in London, England, July 23, 1917.

### DRESSERS AND DYERS BOARD OF TRADE

The Fur Dressers' and Fur Dyers' Board of Trade was incorporated January, 1908, with Theodore Schiff, of Schiff Brothers, as first president; the membership embraced the fur dressing and fur dyeing firms in Greater New York, Jersey City and Newark. The Board was organized to correct abuses that were seriously affecting the business, noticeably terms of dating, deductions for actual and imaginary defects in dressing and dyeing, harmful methods in competition, and other matters; the results sought to be effected were worked out—and dressing and dyeing, and the trade served, have been immensely benefitted and improved in tone and condition.



# TAXIDERMY

PRONG HORNED ANTELOPE

Taxidermy may be considered as the "art preservative," not of the fur trade, but of fur-bearers, from the mighty grizzly bear down to the tiny white mouse with fiery eyes; taxidermy is furthermore a coordinate branch of the fur trade, and where furriers most abound taxidermists set up their ensigns and thrive; many taxi-

dermists have enlarged their borders by becoming furriers, or buyers of peltries, as secondary sources of revenue; and some furriers have acquired skill as taxidermists of fair repute—satisfied artisans, if not great artists.

Furriers deserve to be nominated the patron saints, as they surely are the financial sustainers, of taxidermists; without their aid and encouragement taxidermy as an art might exist but would not flourish as at present; furriers have done more than the members of all all other branches of trade combined to develop taxidermy artistically and commercially, to make it very much more important than the occasional "stuffing" of a dead pet canary or a lamented tom or tabby.

Once in a while, not oftener, the maker of a pre-digested breakfast food, or an indigestible soup, may introduce a bear "brand," or adopt a tiger trade mark, and, in consequence, require a mounted bear or tiger for the main office; now and then a sportsman secures a fine specimen and has it mounted as a memento of a never-to-be-forgotten event; occasionally taxidermists are kept busy for a season mounting big game slaughtered wholesale by some mighty hunter, one more successful as a slayer of beasts than as a winner of men with

Wonderful words of war,  
Weasel words of hate,  
'Possum words of envy—  
Words unfit to enunciate.

Gun and ammunition manufacturers, dealers in sportsmen's goods, and northwestern and Canadian rail-

way companies decorate their offices and show rooms with mounted moose, deer, antelope, bear and wolf heads, and in instances entire specimens of animals and birds. Larger collections are preserved in museums throughout the country; the best and most complete display in this class is shown at the Museum of Natural History, New York, where perfectly mounted specimens of practically all species of American wild animals, and many Asiatic and African specimens, are shown in families and small herds in separate rooms which by the use of rocks, tree trunks, shrubbery, grasses, leaves and painted backgrounds, are made to correctly represent the haunts of the various animals.

All these give the taxidermist much to do, but it is the furrier who keeps him busy with orders for specimens, show pieces, and mounted heads for rugs.

A furrier, with the aid of a small, oddly-shaped knife and a common needle, can do many wonderful things.

A taxidermist, one who is an artisan indeed, using equally simple tools, can perform startling feats—restore unsightly skins of dead creatures to the natural form and beauty of the animals from which they were taken; make them again lifelike, true to nature in every respect excepting the power to breathe.

Ancient embalmers were semi-taxidermists; their subjects are well preserved; modern taxidermists excel, in that specimens passing through their hands are perfectly restored.



## Time's Changes



Definitely in the Fur Trade, and possibly in other branches of business regarding which we are not fully informed, custom determines policy and procedure as autocratically as Mrs. Grundy ruled the world of fashion continuously adown the years to the close of the first decade of the present century.

American raw furs were sent abroad to be publicly sold in worldwide competition in order to determine market values; any suggestion, however reasonable, that the method might be at least partially changed with beneficial results, was scornfully rejected by men of the older generation with the terse remark: "It is impossible; the business has never been done any other way."

Manufacturers annually sailed the sea to procure the latest Paris models; nothing else would do, though many were extreme, even bizarre, and had to be materially changed, modified and adapted; but so long as the "style" could be put forth as "from Paris," though only a reflection of the original, it was accepted by the devotees of fashion, not necessarily as a thing of beauty, but as an "artistic creation" devoid of the crudities

manifest in American productions—and, of course, “worth the difference in cost.”

The importance of “keeping up with Paris,” and somewhat later and in a lesser degree, Berlin, extended beyond form or fashion, and embraced the fur; if silver fox, or fitch, or dyed rabbit, or mole skin were the “rage” at Paris, they at once ranked first among the articles in vogue in America. Some of the furs that were at times the rage in Paris were outrageous, noticeably furs dyed green, red, yellow, purple, and pink; but they sped across the ocean in response to cabled orders, ran riot in favor for a day, and were succeeded by some other fad born over night in the gay capital.

Time has wrought many changes; skins are now publicly sold in quantity at regular intervals in America, the land of their origin, and will continue to be so sold in all future time; though it is not to be understood that they will not, as heretofore, be also similarly offered abroad.

American designers of styles are no longer merely copyists or adapters, but are artistic, masterful creators of incomparably beautiful apparel, and more, apparel combining beauty and utility in the highest degree.

Time has effected an awakening to the fact that among the hundred millions in America the percentage of fur wearers is vastly greater than it was when the population was three million, or when it had increased to twenty times three million.

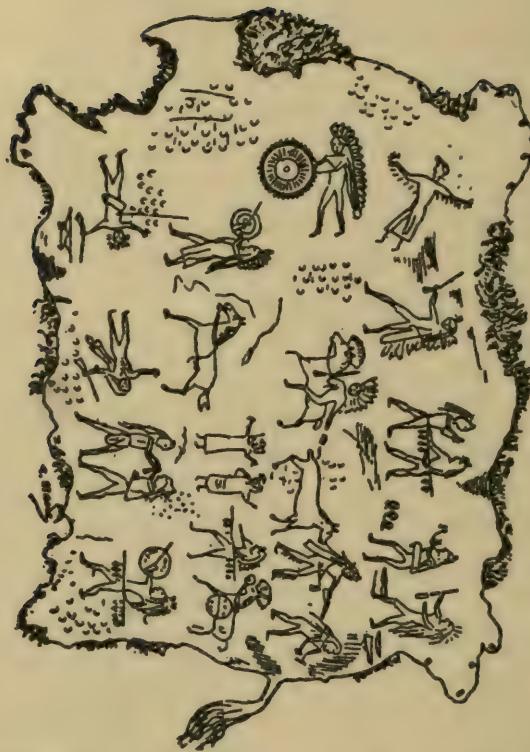
Time's changes are noted not only in methods, practices and rooted opinions, but in men as well. Men erected buildings and named them after themselves; struggled, and successfully, to gain leadership and for-

tune; built and toiled and planned, as though confident of living forever—time has swept away the “grand” three or four-story structures, and in their places has arisen twenty and thirty lofts piled one upon another; and the men themselves have passed on into the great beyond to give place to the present, passing, following procession. We are not contemplating time's changes as wrought in the centuries, but as evidenced in less than a generation—a lesson which it is not wise to lightly learn. In April, 1886, thirty-one years ago, the Manufacturing Furriers' Association of New York was organized by the following firms:

John Russzits	F. Booss & Bro.
R. Prince	Louis Cohen & Bro.
Lyon Brothers	Ph. Weinberg & Co.
Asch & Jaeckel	L. Loewus & Co.
Harris & Russak	Chas. Heidenheimer
E. E. & B. Baldwin	Mayers & Rab
Alfred Muenzer	H. M. Silverman & Co.
Moses Foltz	M. Bermond
Maerlender Bros.	Metzger & Schiff
M. Stern	Sowdon & Bloch
C. C. Shayne	J. Freystadt & Sons
A. E. Harris	Kesner & Hall
Chas. A. Herpich	E. Kolben

Of the above only the following are still living: E. E. Baldwin, Hugo Jaeckel, Sr., Edmond R. Lyon, Louis Cohen, Gerald Lyon, and W. H. Freystadt.

Louis Cohen and Edmond R. Lyon have retired from the fur business. The only firm still in business under the same name is that of J. Freystadt & Sons, the surviving member being W. H. Freystadt.



BISON HIDE, LEATHER SIDE, ORNAMENTED BY  
INDIAN HUNTER

## Addendum

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FURS AND FUR-BEARERS  
OF  
OTHER CONTINENTS AND COUNTRIES  
AND  
ISLANDS OF THE SEA

Are included in the record  
because ultimately peltries of  
every name and clime are  
measurably utilized in the

FUR TRADE OF AMERICA



## South America

Several species of animals valued on account of their furry coats abound in the South American States, some of which are not found elsewhere; the number includes the chinchilla, otter, coypu, fox, beaver, skunk, wild cat, wolf, weasel, puma, jaguar, paco, rabbit and hare; other animals not classed as furry, are the deer, elk, goat and sheep; the best, gauged by fur value, frequent mountainous districts, or lakes, streams and marches.

### CHINCHILLA

Chinchilla is the most beautiful fur obtained on the continent, and in the estimation of those to whom grey is a preferred color is without an equal regardless of the country of origin; it surely occupies first place among furs in point of delicacy, being as soft as purified down, and as charming in color as the rose coming from the same creative hand; the exquisite greys, including every shade from the lightest to darkest, are most pleasingly modulated and naturally blended in harmonious and contrasting association, and no matter in what form it is made up—cape, collar, muff or border—it strongly attracts the attention of lovers of the beautiful, and affords the



CHINCHILLA

utmost satisfaction to the wearer. Chinchilla fur, which is particularly suited to young ladies possessing ample means to indulge in luxurious attire, is always used to some extent, and at times has been extremely fashionable, so much "in style" that the animal was nearly exterminated a few years since, and surely would have been utterly destroyed if the government had not intervened to restrict its unwise and wanton slaughter. In 1883 more than two hundred thousand skins were offered at the London sales; during very recent years the offerings have been only a fraction of that great total, owing in part to the fact that as an innovation in conducting the business one leading New York house made direct purchases in South America to more effectively handle the article as a specialty. In 1883 best chinchilla skins sold in London at eighteen dollars per dozen, and early in the present century above one hundred and twenty dollars per dozen, the great advance being due to scarcity consequent upon excessive slaughter in previous years.

The chinchilla, which is very small, only ten to fourteen inches in length, including the tail, inhabits sandy

districts in the mountain ranges throughout Chili and Bolivia, the choicest skins, gauged by purity of color and density of fur, being procured at the greatest altitudes.

Until near the close of the nineteenth century the collection of chinchilla skins in Chili and Bolivia ranged below two thousand dozen pelts per annum, but under the incentive of the personal solicitation of an American buyer, who was prepared to pay cash at a higher figure than had previously been received by dealers and trappers, the annual collection amounted to approximately thirty-six thousand dozen skins.

Prior to 1896 the bulk of the catch of chinchillas went to London to be sold at auction, but subsequent to that date about three-quarters of the collection was shipped direct to New York.

In September, 1916, the Chilian government enacted a law prohibiting the catching, selling and exporting of chinchillas; this law became effective March 6, 1917, to remain in force until March 6, 1922; severe penalties, fines or imprisonment, or both, are provided for violations of the law.

After March 6, 1922, it will be permissible to catch chinchillas, and to sell and export the skins, only during the four months, May to August, in each year.

Breeding chinchillas is now encouraged by the government of Chili.

#### COYPU

The coypu, next in individual value, but exceeding the chinchilla in general utility, is a reddish-brown animal intermediate in size between the muskrat and beaver, inhabiting the river banks and low lands from



COYPU—NUTRIA

Brazil southward, though not to the extreme southern portion of the continent. A fully grown specimen measures, tail included, about thirty-five inches in length; the animal was formerly very abundant in its native wilds, but now exists in only comparatively small numbers on account of the greed of Indian hunters, half-breeds, or Gauchos, and soldiers engaged in the numerous petty wars, by all of whom the coypu was ruthlessly slaughtered in and out of season to secure the fairly good price constantly ruling on account of steady demand. Hunters and trappers conduct their operations from May to October, and cure the skins in the open air in direct exposure to the rays of the sun, thus reversing in detail customs in fur trapping and handling in North America, and all cold sections. The hunters and trappers dispose of their skins to traders, who in turn sell them to larger collectors who annually visit the known districts of production, and by whom the skins are baled and shipped abroad. Coypu skins, like beaver, are quite

often sold by weight; pelts of fair average size weigh from six to eight ounces each.

Nutria is the name by which both the pelt and fur of the coypu is exclusively designated and known in the fur and hat trades of the world. Nutria fur, natural, plucked uncolored, and plucked and dyed black, is used in the production of articles of wearing apparel similar to those made of beaver fur, which in the manufactured state it so closely resembles in every particular that only an expert can surely state whether the article is beaver of medium grade or nutria of superior quality; the difference in price is marked, in durability comparatively slight. Nutria fur ranks next to beaver in the manufacture of super-fine, durable and costly soft felt hats for men's wear.

Interested persons in Philadelphia and New York have made several attempts to acclimatize the coypu, but with only temporary success, as the specimens procured soon perished either from cold or for want of proper nourishment.

### JAGUAR

The fierce jaguar continues to exist in fairly large numbers in the tangled forests of South America, where it will doubtless hold sway to the end of time, as the value of the skin rarely suffices to induce indolent native hunters to incur the toil and danger involved in the pursuit and capture of the savage beast.

The jaguar is somewhat larger than either the Asiatic or African leopard, which it resembles in color and general appearance, but from which it noticeably differs in having two or three clearly defined black bars

across the breast, and black angular spots, larger than those marking the leopard, distributed over the entire body.

The color of the fur of the jaguar, other than the black spots and figures, varies from a beautiful golden tint, to a deep shade of brown.

Jaguar skin is used in making neck pieces in various designs, collars, muffs, automobile garments, and handsome floor rugs; the article is classed as "fancy," and owing to small supply will never have an extended vogue.

Other South American animals valued to some extent on account of their pelts, include the paco, or vicuna, which is somewhat larger than the common goat; it has a yellowish-brown coat of hair and fur, woolly in texture, which is occasionally used by furriers as a trimming for exclusive garments. Very fine fabrics are woven from the fleece of the paco.

The South American otter is exceptionally large, exceeding six feet in length, but the fur is very short, unattractive and of no value to furriers.

The fox, small in size and value, outnumbers all other fur-bearers on the continent, and under stress of a strong demand has been caught and marketed in large numbers.

These rather diminutive foxes are generally known in the trade as Patagonian kitt foxes.

Lamb skins, suitable for the manufacture of coats, linings, caps and mats, are regularly exported in quantity.



## ISLANDS OF THE SEA

From an unknown age in the misty past down to the present day, fur-bearing animals of many species have lived their lives of conflict preying and being preyed upon in ceaseless alternation, upon practically all the islands of the sea from the greatest to the diminutive, surviving, whether fittest or otherwise, in spite of the devouring fury of a crafty host, or the effort to preempt their "place in the sun" insistently made by man with the aid of traps, deadly weapons, and trained hounds, hawks and leopards.

## Great Britain

Several species of fur-bearing animals abounded in Great Britain, the number including the fox, otter, wild cat and others; owing to its ferocity and voracity the last named was systematically exterminated. The fox and otter remain in some sections, but like the deer are chiefly of interest to sportsmen.

As early as the middle of the fourteenth century furs of domestic production were generally worn, but

in the reign of Edward III all persons who could not afford an annual expenditure of £100 were forbidden to wear furs in any form; this royal decree passed into limbo long ago, but the effect is maintained by prevailing prices which make it impossible for furs to be worn to any extent by the man of only a hundred pounds a year.

Somewhat later a promising trade in furs was established between England and Russia, but endured only briefly, as Queen Elizabeth prohibited the wearing of imported furs in the interest of the home industry—and in due course the extinction of domestic fur-bearers terminated a profitable home trade.

Great Britain, dating from the chartering of the Hudson's Bay Company in 1670, and particularly during the past one hundred years, has occupied a leading position in the fur business of the world, not on account of production or consumption, but because of the efficiency, reliability and sound business methods of the merchants of London, through whose industry and enterprise that city became the great center for the receipt and distribution of raw furs, peltries of every description, annually procured in all parts of the world.

The Hudson's Bay Company collection, entire and invariably; peltries from the finest to the cheapest per skin caught in the United States to the aggregate value of millions of dollars; collections large and small, good bad and indifferent from every nook and corner of Europe, Asia, Africa, South America, islands of the sea and both Poles, have annually been sent to London for distribution to points of greatest utility and specific interest through the medium of open, equitable public sales regularly attended by merchants of highest mercantile

standing in every important fur consuming section of the universe.

These sales are held regularly in January, March, June and October, notice of exact dates of beginning and closing being sent some months in advance to the entire trade; for many years fur seal skins were offered at the October sale, but subsequently when but comparatively few buyers were interested in the article, fur seals were offered separately at a special sale held annually in December.

Owing to the European war no sale was held in October, 1914, and only small collections were offered in January and June, 1915; the October, 1915, catalogues embraced full average supplies.

Offerings in October, 1917, comprised: Muskrat 400,000, raccoon 20,000, skunk 120,000, opossum 130,000, mink 15,000, civet cat 50,000, mole 150,000, fitch 10,000, wolf 9,000, bear 2,500, fisher 300, lynx 900, otter 300, beaver 1,200, ermine 5,000, red fox 6,500, kitt fox 8,000, white fox 750, cross fox 200, silver fox 200, Australian opossum 20,000, wombat 5,000, stone marten 700, chinchilla 250, grey fox 500, wild cat 1,000, badger 500, squirrel 200,000, white hares 6,000, marmot 3,000, broadtail 1,000, house cat 7,000, nutria 8,000, hair seal 200, wolverine 150, and sundries.

While these public sales afford merchants and speculators the incalculable advantage of securing at most reasonable outlay and on equal terms furs of any desired description, staple or ultra-fashionable, at a single center of exchange, the sales are additionally important to the trade at large owing to the fact that the

prices realized serve as a basis of value for new collections of raw furs in countries of production.

Some seventy-five years ago Mr. Curtis M. Lampson, a native of Vermont, at that time a young man, was sent to London by the Southwest Company to supervise its interests at the public sales as then conducted, and upon his reporting that the goods were not manipulated to the best advantage, all subsequent shipments were consigned to him for sale and distribution in accordance with arrangements which he had perfected in co-operation with an experienced dealer and capitalist, and which resulted successfully. Mr. Lampson took an active interest in other enterprises, private and public, and in consequence of important services rendered by him in connection with laying the first Atlantic cable connecting England and America, he was made a baronet by Queen Victoria in 1866.

Sir C. M. Lampson & Company for many years received for public sale all collections forwarded to London from the United States, smaller supplies from Russia, Canada and other places, and the entire catch of American fur seal skins, and though sales are held by a number of brokers, and a few years since two progressive concerns have entered the field at London as public sale firms, the Lampson sales are still of greatest magnitude.





## MOLE

The mole is the strangest of all fur-bearing animals, not excepting the freaks of nature concentrated in Australia, and has a coat most nearly approximating fur exclusively, the hairs in the pelt being quite as fine and soft as the bluish fur from which they are not distinguishable. It lives its life not upon the earth, or in air or water, but *in* the earth, occupying an excellently arranged dwelling consisting of several chambers, galleries and comfortable sleeping apartments, all constructed under ground below the frost line; tunnels made by the mole radiate from its dwelling in many directions, and at varying distances, through which the animal freely and speedily passes in quest of food, consisting of grubs and bulbous roots of certain weeds; at times these tunnels run sufficiently near to the surface of the ground to be plainly visible in the form of continuous ridges, tiny mountains, raised by the mole on its foraging excursion along higher levels, frequently causing much damage to fine lawns, meadows and pasture fields, but on the whole the animal doubtless does much good in

destroying vast numbers of noxious grubs which feed upon the roots, or their life juices, of valued shrubs and plants.

The mole abounds in many parts of the world; numbers of particularly large and finely furred specimens are regularly obtained in Scotland; several hundred thousand skins are offered at a single sale in London. The fur is dark bluish-grey, and is at times so fashionable that imitations are advantageously introduced to supply the special demand.

At the auction sale in New York, October 17, 1917, offerings in mole comprised 71,069 skins, which met with a good demand; prices realized ranged from 8½ cents to 34½ cents, according to quality.

#### LONDON, 1917

Notwithstanding the war, remarkable activity is shown in the fur business at London; declared exports to the United States from January, 1917, to August, 1917, aggregated in value \$4,883,793, an increase of \$612,000 over the same period in 1916.

Sales of raw furs at London from January to June, both months inclusive, in 1917, comprised: Muskrat 2,022,250, American opossum 738,286, beaver 3,981, skunk 577,536, raccoon 73,115, mink 42,129, red fox 12,096, grey fox 15,552, wolf 28,748, black muskrat 10,465, squirrel 646,941, ermine 21,741, mole 148,186, Australian opossum 240,000, Australian ringtail 158,384, wallaby 207,146, Russian sable 467, and 196 fur seal skins.



PLATYPUS

## Australia

Australia, the largest island of the world, a near-continent with an area approximating that of the United States, differs so remarkably from the rest of the world that it need not be considered strange that the fur-bearers native to the country, island if you prefer, are peculiarly Australian, or totally unlike those in any other locality.

One of the most remarkable is the platypus, or duck-bill, which is classed by some naturalists as belonging to, if not the sole representative of, the lowest order of mammals, and is a sort of connecting link between mammal and bird; it has a full coat of soft fur and hair; is similar to the American beaver in form of body and tail; has a broad flat bill and webbed feet, in which particulars it closely resembles the common duck; its

hind feet are furnished with spurs similar to those on the legs of the game cock; a full grown platypus measures twenty-two inches in length including the tail, which is four to five inches in length and covered with fur on the upper side; the animal, which is indigenous to New South Wales, is amphibious, and builds its nest in the dry banks of ponds and streams. The fur shades from dark to light brown, being darkest on the back, lightest on the abdomen and silvery on the sides. Handsome collars and muffs are made of platypus fur; the collection is small.

The koala is an odd creature, found in limited numbers only in the southeastern section of Australia; the animal, which is about two feet in length, has a dense coat of soft fur of a handsome grey tone, diversified by a reddish tinge on parts of the body. The creature resembles in some respects several animals, and consequently is known by various characteristic names—Australian bear, Australian sloth, and Australian monkey. In a study of the animals on the great island it becomes



KANGAROO



FLYING SQUIRREL

apparent that in the process of evolution, if they evolved as claimed, some species must have been in doubt as to the next best form to assume, or element to live in, and while in the throes of indecision have become fixed midway between bird and mammal, bear and monkey, a mere dubious thing of land and air and water, but without a secure and positive habitat in either.

Dingo is the name given to another Australian animal, a species of wild dog or wolf, resembling both in size and general characteristics, leaving the exact classification in doubt; the skin is utilized in the manufacture of rugs and mats. It exists in large numbers.

The kangaroo is another peculiar animal native to Australia; there are several varieties, rather than species, in this large family, differing in size from large rats to giants; and some having coats composed wholly of short, harsh hairs, and a few being provided with a soft woolly under fur suitable for making small articles of apparel, cloak trimmings and rugs; pelts of the wallaby, or rock kangaroo, are marketed in large numbers; the fur varies considerably in color, and includes rusty brown, black and light shades of grey.

The wombat, also of doubtful nature, resembles the badger in appearance, is found in nearly all parts of the island; the long and rather harsh fur is a pleasing grey mottled with black and white, and is largely used in the manufacture of warm, serviceable clothing.

The red fox abounds in many localities, and thousands of skins are annually exported.

The opossum is the most important fur-bearer in the island, more than 1,400,000 skins having been offered in London in a single year; like all other Australian animals the opossum differs in size, color and general appearance, but all have one distinguishing opossum feature—the pouch in which the very young opossums are carried, and to which they instinctively retreat when alarmed. Pelts of the large pure grey and the sooty or



WOMBAT



OPOSSUM

black specimens are the best furred, have the longest fleece, and rank highest in value; other colors are dull grey, grey tinged with red or mainly reddish, and indefinite, mixed hues; the fur is used in making ladies' and men's coats, neck pieces, muffs, linings, trimmings, children's sets, and carriage robes, and has usually been in good demand in Hungary, Austria and Russia for making warm coats, and more moderately in France, England and America for general wear. The article is made up natural, and dyed a rich dark brown or lustrous black.

Millions of rabbits are annually shot, trapped and otherwise secured in Australia; some of these are black, blue and silvery, and are well furred, and are sold in dozen lots as "furriers'" skins; the others are packed in bales and sold by weight for cutting, or felting purposes.

### FLYING SQUIRREL

The flying squirrel is about fifteen inches in length, including the tail which is six to seven inches in length; the fur brownish-gray marked by a much darker line of brown down the head and spine; the fur is soft and very fine, and approaches white on the under part of the body. A membrane extends from the front foot to the hind foot, and when the animal desires to pass from one tree to another, or a higher to a lower limb in the same tree, it spreads its feet and glides lightly through the air. The animal is found in numbers in Australia; a few specimens are noted in the United States. The fur is made up into rather handsome sets.

### NEW ZEALAND

New Zealand, comprising three islands in the South Pacific Ocean, has no native fur-bearing animals, but is overrun by millions of rabbits, descendants of a few pairs introduced from Great Britain about fifty years ago—more than eight million skins have been exported in a single year, with the certainty of gathering a crop of equal magnitude the following season, in spite of the fact that the frightful slaughter was not due to a desire to obtain skins but to insure rabbit extermination. New Zealand rabbits are somewhat larger than either the European or American species, colors being a handsome grey, brown, and mixed brown and grey; the best furred, winter skins are used by furriers; other sorts are sold by weight for cutting; skins of best quality, that is best furred, winter caught, weigh from twenty-four to forty-eight ounces per dozen; common stock from sixteen to thirty-two, and small skins from four to sixteen ounces per dozen.



## ICELAND

Though buried in snow and bound in ice a considerable part of the year, the large island, known as Iceland, in the North Atlantic Ocean on the edge of the Polar Circle, supports abundant animal life, and contributes quite largely to the stock of desirable furs required and utilized in clothing the human race—natives of the dreary isle, and many in milder climes; supplies in excess of domestic consumption are taken over by Danish merchants, who have a monopoly of this trade.

Fur-bearers found in Iceland include white bears, white foxes, white wolves, and snowy hares, several species of hair seals, hares and foxes, the bear and reindeer—the last and seals are not furry, but the skins are used in making native clothing. Seals are of leading importance for food, clothing and export, owing to the fact that they are caught in largest numbers.

Eider down is another valuable product of the island; it is obtained by despoiling the nest of the eider duck which breeds on the small adjacent islands, bays and inlets; from five to seven thousand pounds of eider down have been collected annually, worth from two to eight dollars per pound; the supply has considerably decreased.

## GREENLAND

Greenland, north of North America, is a good fur country; the animals include the Arctic, blue and white



ESKIMO

fox, Polar bear, white hare, wolf, reindeer, common, crested and other hair seals; some of the Polar bear skins sent to market measure about fourteen feet in length by eight feet in breadth, and are used in making hall rugs of exceptional beauty. The annual collection of skins embraces several hundred fox and seal skins, and from ten to forty bear hides.

All furs, skins and eider down collected in excess of the requirements of the natives, chiefly esquimaux, are taken to Copenhagen, Denmark, and disposed of at public sale by the Royal Greenland Company annually, usually in November; in 1915 the sale was held on July 13, the offerings comprising 1,333 white and 184 blue fox skins.

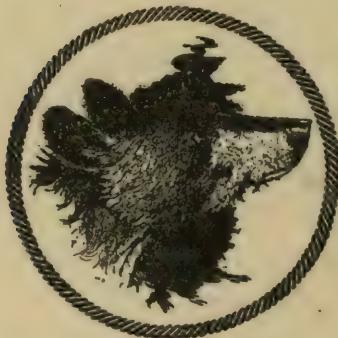
#### NORTHLANDS

Spitzbergen, a group of islands in the Arctic Ocean north of Norway, is inhabited exclusively by fur-bearers, Polar foxes, bears and reindeer, which somehow manage

to endure the extreme cold and survive the long night of four months, whalers occasionally visit Spitzbergen, and when so disposed briefly remain to catch a few fearless foxes and a bear or two.

Grinnell Land is inhabited by hardy esquimaux, musk oxen and foxes, the fur-bearers being superior in quality, but the pelts secured are almost exclusively required by the natives.

Lockwood Island,  $80^{\circ} 24'$  north,  $42^{\circ} 45'$  west longitude, the highest or farthest point north reached by Lieutenant J. B. Lockwood, of the Greely Expedition in May, 1882, fairly abounds in animals, foxes, bears, lemmings and ptarmigan, notwithstanding the fact that the temperature falls to fifty degrees below zero. Specimens, which were secured with little difficulty, were perfectly furred, exquisitely soft, silky and beautiful.



# *Europe*



Many fur bearing animals, counting species and peltries, are found in all parts of Europe; some of them are individually valuable as fur-worth is estimated in the markets and fashion centers of the world, and all are of intrinsic value in consequence of their great utility in furnishing man with attractive, protective and comfortable clothing in temperate and frigid climates. Europe is of leading importance as a consuming country of exceptional magnitude, measured either by a season or centuries; the continent is truly great considered from the standpoint of its large internal trade and extended commercial relations with the entire outside world—the loss of the fur trade of only a part of Europe as one of the consequences of the war beginning in 1914, seriously affected the business in all other producing and consuming countries; and the end is not yet.

# **Russia**

Russia is accorded first place in fur production among European countries, owing to the vast area, the wild, rugged character of exceedingly large districts, and immense forests, affording favoring conditions for the continuous existence of wild animals of many spe-

cies; a considerable part of Russia remains in the state of original creation, uninhabitable and therefore uninhabited by man, and consequently better adapted to the life requirements and perpetuity of the lower order of animals, particularly fur-bearers, than other portions of the globe. Russia is also an important fur consuming country, the long and very severe winters making fur clothing generally essential for rich and poor; many who cannot afford even the cheapest furs wear sheep-lined coats at all times, the garments being made to be worn with the woolly side next to the person in winter, and reversed in summer. The fur-bearing animals native to Russia are important in quality rather than in variety of species, and embrace the sable, ermine, fox, marten, fitch, squirrel, beaver, muskrat, wolf and badger.

### SABLE



The most valuable of these, and of all pelts, size considered, is the Russian sable, in Russian, *Sobol*, a member of the widely distributed weasel family; it is found in Asiatic Russia, Siberia and Kamtschatka, the finest being collected at Yakutsk. The sable varies in color with the changing seasons; in summer the fur is reddish brown with a sprinkling of grey hair about the head, but in winter it assumes a beautiful dark brown, deep plum or nearly black tone; the dark-skins uniformly rank highest in beauty and value in all markets of the world. Selected, very dark specimens, known as Russian Crown sables, are



RUSSIAN SABLE

nearly all retained in Russia to meet the requirements of the Czar and nobility; it has been a courtly fur for several centuries, and while always too costly to be a fad or become common, it has always been fashionable, ranking with gems as a treasure of exceeding worth; the fur is long, dense and remarkably soft, and so peculiarly rooted in the leather that it may be brushed with the hand in the natural direction, from head to tail, or the reverse, and it will remain as placed without apparent injury or loss of beauty. Russian sable is used in making cloaks, wraps, coat and robe linings, collars, muffs and small articles; a lining for a royal robe requires from eighty to a hundred skins and may cost from three to thirty thousand dollars. If the sable, which is never abundant, was a low priced fur-bearer, it would seldom be trapped or hunted, as its capture is attended with many hardships, and even the loss of human life, for as the fur is best in the coldest months of the year, and the little animal frequents wild, desolate districts frequently visited by terrific snow storms, the life of the sable hunter is fraught with strain and peril which only the most

sturdy, lured by the hope of a rich reward, dare experience; every winter a number of the sable hunters are lost in the deep forests, or perish in the snow.

For generations, too many for memory to declare the number, the choicest Russian sable skins, designated everywhere as "Crown sables," were reserved for the royal family and really rich nobles; the last and most barbaric war toppled the "crown" into the morass of vanished glories, and in passing terminated the regal direction of a few selected sable skins, presumed to be superior but not too good for czars, emperors, courtiers and trailing inheritors of ducats and dollars.

In 1880 very good sable skins sold for five roubles each, \$3.75; thirty years later, as the result of an increased demand in the United States, prices ranged up to eight hundred roubles, \$600 per skin.



ERMINE

The stoat is another member of the weasel family which yields a coat of royal fur known commercially as ermine. It is a small animal, only twelve to fourteen inches in length, of very slim body, and consequently producing only a small pelt; during the spring, summer and autumn the fur is a dull reddish brown and of no value, but in winter it naturally changes to a creamy hue, and in many specimens to pure white, except the tip of the tail which is a clear black. The best ermine, both as

regards size and quality, are annually procured in Russia, the collection approximating seventy thousand skins, more or less; the fur is invariably used in lining large coronation robes of emperors, kings and other royal personages; lining robes worn by certain officials and judges; as a component material of crowns, and in the production of opera cloaks, wraps and smaller articles of apparel. The black tip of the tail is inserted in the white ground of the manufactured fur at regular intervals with excellent effect.

### WOLF

Although many thousands of wolves are annually killed, the slaughter being conducted at all seasons, the animal continues to abound, and it is believed that more than one hundred thousand wolves are still at large in Russia. The Russian wolf is exceptionally fierce and voracious, and the animal most feared by man; a large number of human beings, and countless domestic animals are annually killed and devoured by savage Russian wolves. The fur of the wolf is suitable for making warm loose fitting coats, ladies' sets, and robes; it was in particularly good demand for military uses in the trenches and open field work in the great European war. Methods of trapping wolves in Russia differ from those pursued in other places; the most effective trap consists of a large wooden pen provided with swinging doors which can be easily opened or closed by men concealed nearby; the wolves are lured into the pen by a trapper who passes out at one door as the wolves enter by the other; the wolves thus taken alive are killed at the convenience of their captors.



## SQUIRELS

The species of squirrels valued on account of their furry coats are very numerous in all parts of Russia and Siberia; they are larger than the American squirrels, and are superior in every respect, particularly in being well furred, whereas the American squirrels have coats showing a growth of short hair only; the difference is due to the greater severity and length of the Russian winters.

Russian and Siberian squirrels of the same class vary in color, beauty and value according to the districts in which they flourish; those taken in Eastern Siberia, especially in the Amoor district and near the sea coast, are of superior size and quality, and are known in the trade as *Saccamina* squirrels; these are a beautiful dark grey. The second grade is classed as *Yakutsky*; skins of this class are dark grey and blue, of fair size, and are prepared for market in two assortments.

Another class, the third in value, consists of small-

er skins which are pale blue, steely grey and striped, and known as Lensky squirrels, and which are assorted into four divisions according to color.

The next mark, Yeniseisky squirrels, of which a million or more are secured each year, are lighter in color, and subdivided into three grades.

Obskoy squirrels constitute the fifth class; they are pale blue, very fine, and in smaller supply than the other sorts.

Beisky squirrels, another trade name for the skins, are blue, small, and fairly good; the annual collection is large. There are a few more names, or assortments, but they are of minor importance on account of moderate quantity.

In addition to the above marks, half a million or more small squirrel skins are annually collected at Archangel and in the territory surrounding Moscow, and are designated, Kasan squirrels; these are quite generally taken for home consumption. An incredible number of squirrel skins, six to twelve million, are secured yearly in Russia and Siberia, nearly half the total catch being exported, China and Europe constituting the best markets. Squirrels are caught in traps, but the greater number annually killed are shot with blunt arrows which do not injure the skin or fur; this latter method of capture is pursued on a large scale at the beginning of the winter season, at which time the squirrels migrate in vast troops and are consequently easily shot in great numbers.

Squirrel fur is used in many ways, and is a showy, serviceable article; it is of special value as a lining for coats and wraps, and is extensively used in this way both

at home and abroad, the consumption in China being exceptionally large; the fur is also used natural in making wraps, neckwear, muffs and children's sets, and is dyed mink color for similar manufacture. Linings are made of whole skins, backs only, or the belly fur exclusively. A few linings are made in Russia from the fur of the heads of the squirrels, but these are rather expensive on account of the labor cost in sewing the small pieces into a plate of lining size, from fourteen hundred to two thousand heads being required to make a single lining.

### PONY

Fur consumption greatly increased toward the close of the nineteenth century, and consequently all furry skins, and a few that merely looked like fur, were requisitioned to meet the constantly expanding demand; the Russian colt, killed almost immediately after birth, supplied one of these near-fur skins. The hide, called pony-skin in the trade, was at first, as a test, introduced in small lots, but though extremely cheap met with little favor the skins earliest shown being flat, or short-haired;



RUSSIAN PONY

skins subsequently offered were more shaggy, fluffy or curly, and when dressed were really attractive in appearance and color. A number were dyed black with fairly good results, the demand perceptibly increasing until the number of Russian ponies killed exceeded one hundred thousand per annum. At the outset of the pony craze skins could be bought in Russia for fifty to sixty cents each, and when the fad reached its height dressed and dyed skins ranged above eight dollars. Ladies' long black pony coats beginning around ten dollars, kept on advancing in popularity until the selling price rose to somewhere near a hundred dollars; choice, selected light brown skins went much higher, some furriers asking two hundred dollars for short coats of natural fluffy pony-skin—the craze ended just in time to permit one crop of ponies to mature for the war.

### RUSSIAN TRADE

The fur business has for centuries been important and conspicuous among the industries of Russia, exciting the interest and attention not only of merchants and traders, but the government as well; the territory formerly known as Russian American was taken possession of by Russia solely on account of the revenue derived from the annual catch of sea otter and seal skins; Russia conquered Siberia and held Saghalien because of the valuable supplies of sables, foxes and other peltries collected in both places.

The export trade of Russia is very large, but the greater part of the annual collection of skins is required for domestic consumption, as fur is employed in the production of all forms of apparel.

Fur petticoats are quite generally worn in winter, and are favorite wedding presents in certain social circles, the quality of the garments varying according to the bride's station in life and the more or less generous disposition of the donors.

Hats of sundry shapes are made of fur, particularly beaver, otter, muskrat, lamb and rabbit skins, for common wear. Trousers, vests, undergarments, and every other article of masculine and feminine attire are made exclusively or in part of fur.

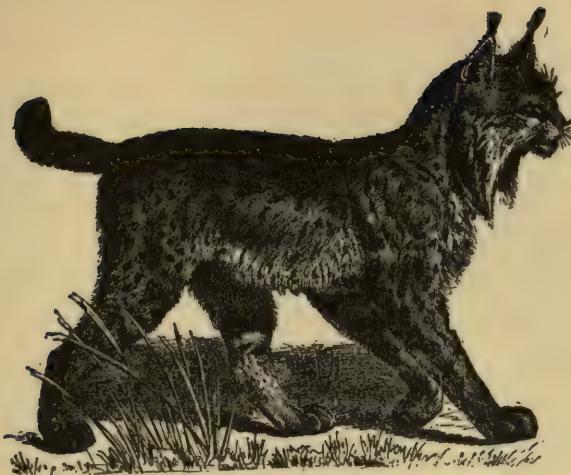
An imperial edict, dated November 7, 1916, empowered the Russian Minister of Agriculture to create on crown lands reserve areas for the preservation and breeding of various fur-bearing animals, and particularly sables in Siberia.

### LAPLAND

Lapland, under Russian rule, is a good fur producing country, marten, beaver, fox, wolf and the hare being fairly abundant; other animals of local and trade interest are the elk, goat and reindeer. Laplanders wear fur clothing almost exclusively; all collections of peltries in excess of home needs are sent to Russia.

Reindeer skins are perfectly dressed by the Laps, and are made up by them into linings, called pijiki in Russia; other articles of reindeer skin include long coats, trousers, and capes with attached hoods for covering the head.

Reindeer skins are also very finely dressed in Russia for coat linings.



PARDINE LYNX

Pardine Lynx shows very little change in coloration as the seasons alternate; the fur, which is quite soft, is reddish brown on the upper portions of the body and a pleasing white beneath; the black markings, many of which are circular spots, are distributed over all parts of the body, including the short tail.

It is smaller than the Canadian lynx, measuring twenty-four to thirty inches in length; the limbs are comparatively long, consequently the animal stands rather high.

The Pardine Lynx is found in Europe, various wooded sections of Spain, Portugal, and in parts of Turkey.

The fur may be used natural or dyed in making sets, linings and robes.

Stone marten, corresponding in size to the Canadian marten, is found in Spain, Germany, and other parts of Europe. It is a handsome mottled brown and white fur, and is used in making stoles and sets.

## **Germany**

Fur-bearers of comparatively moderate individual value continue to abound to some extent in Germany, the number including the polecat, badger, marten, marmot, hamster, and hare; the supply does not even approximate the demands of the country, and consequently large quantities of furs are imported from other parts of Europe and North America, as furs of all kinds, from the finest to the cheapest, are worn throughout the empire.

A number of species of fur-bearers formerly abundant have either ceased to exist, owing to the general cultivation of the soil, or have sought safe retreats in the wilder mountainous districts. The wild cat continues to exist in various parts of Europe, but in comparatively small numbers; some years ago heavy floods in Germany caused many wild cats to vacate wooded retreats where their presence was not suspected until thus strangely revealed. Leipzig is the chief market of supply for a large number of European furriers and fur merchants, and for years past has been an important distributing center for American, European and Asiatic furs sent thither to be sold to visiting dealers from all parts of the world.

The business at Leipzig is conducted by a number of fur merchants, upwards of one hundred, some of whom make a specialty of one article, or deal exclusively in particular classes of goods, and others conduct a commission business only, buying for or selling to foreign houses.

Leipzig fur merchants have for many years been large buyers at the regular London sales and Russian

fairs, and more recently direct purchasers of raw furs in the United States. This great business was brought to a standstill by the war beginning in 1914, imports and exports ceasing, and many of those engaged in the business being called to the colors—some never to return; to what extent the trade will be resumed after the war is a question for future decision, but it may be unhesitatingly asserted that it will be many years in attaining the former high standard in volume. Public fur sales, differing little from those held in London, were inaugurated at Leipzig in 1875, and were held twice annually, in January and September, for a period of four years, but as they proved detrimental in the main to the regular fur business they were discontinued.

Fur dressing and dyeing are important branches of the Leipzig trade, those engaged in both operations being exceptionally efficient; the dressers have handled more than four million squirrel, three million lamb, about three million muskrat, and thousands of beaver, opossum, raccoon and various other skins in a year. Many of the best fur dyes originated in Leipzig. Raccoon was first dyed black there in 1873; a large number of remarkable imitations have been produced by the more efficient Leipzig fur dyers, whose trade extended to every fur consuming country.

#### POLECAT-ILTIS

The polecat abounds in all parts of Europe; the animal is of moderate size, about as large as the mink, and is a near relative of the American skunk, rivalling it in point of offensive odor, and on that account is given several suggestive, if not pleasing titles, such as foul-



POLECAT—ILTIS

marten, foul-cat, and a few more of similar import; these names are applied only to the animal, and are not used in the trade, the fur being sold exclusively under the name of *fitch*. The longer hairs, which are most abundant on the back, are dark glossy brown or black, and the under fur is pale yellow, brightening toward the roots; some specimens are *very* pale yellow approaching white.

A large number of skins are regularly sold at the Leipzig Easter Fair, and the article is generally popular in Germany for the manufacture of linings, muffs and collars. The fur had a fashionable “run” in the United States in 1913-14 for the first time in a number of years.

### MARMOT

Several species of marmot are found in various parts of the world; the species known as the “common marmot,” which is the one most largely used in the fur trade, is quite abundant in the mountainous districts of Northern Europe; its fur is greyish-yellow upon the back and flanks, and dark grey, or brownish, on other portions of the body; it is a cheap article, and is used in making sets and coat linings. The marmot is a burrow-



MARMOT

ing animal and late in September retires to its underground den where it remains during the winter.

### HAMSTER

The hamster, a burrowing animal, abounds in the Hartz Mountains and all sandy districts from Northern Germany to Siberia, the little creature has a body about twelve inches in length, but many smaller pelts are marketed, as large numbers of half-grown animals are killed by the hunters. The fur shows many colors irregularly distributed; it is reddish-grey on the back, black on the flanks and lower parts of the body, white and yellow on the sides, shoulders and parts of the head, and white at the throat. Specimens differ considerably, in some one and in others a different dark effect being strikingly noticeable; a few skins are entirely black. In some sections of Germany the hamster is exceedingly abundant and troublesome because of its habit of carrying large quantities of ripened grain to its burrows for consumption during the winter. At the close of the harvesting season farmers systematically dig open the dry sandy burrows, kill the hamsters and recover the grain; as



HAMSTER

much as sixty pounds of corn have been found in a single burrow, and as more than fifty thousand burrows have been opened in one district alone it will be readily perceived that many tons of grain are recovered. Each hamster has a separate burrow, from three to seven feet in depth, which is ingeniously constructed and divided into a number of compartments connected by small passages; there are two entrances, one inclined and the other perpendicular.

The fur of the hamster is chiefly used for coat linings; the work of sewing the separate skins into lining-plates is done by country women in their homes, each plate consisting of from sixty to seventy-five skins.

### HARES

Large collections of hare skins are secured each season in Germany, Russia, Siberia, and many parts of Europe; full grown specimens are about twenty-four inches in length, and are greyish-brown mixed with yellow on the upper portions of the body, yellowish-white on the neck, and white on the abdomen; snow-white hares abound in Russia, Siberia, and Arctic regions. The fur of the several species is long, soft and glossy, and is extensively used at home and abroad in making capes of the coachman pattern, sets, broad and narrow collars, and as a trimming for embellishing cloaks and costumes;

many skins are dyed black or brown and used as rather good appearing imitations of higher cost furs; some are dyed silvery in imitation of silver fox; others are so dyed that scattered small patches of white fur remain untouched by the black dye, and are known in the trade as snowflake hares. Brown and white hares formerly abounded in Scotland, but have greatly decreased in number.

Germany produces a large supply of coney skins, used at home in making sets and linings, and exported to various countries for other uses.

After the war German fur merchants will doubtless devote increased attention to raising conies of best sorts to displace French skins, and meet an enlarged domestic demand for furs of low cost.

### FELINE

Go where you may, not only in Germany, but to every spot of earth to which thoughtless man has passed on before, you will find the domestic cat, find it in all cat sizes and conditions, possible feline and fearsome colors, moods and attitudes. In the minds of the multitude there is a profound conviction that the domestic cat fulfills no grander or more gruesome destiny than that of making night hideous throughout the long-drawn vicissitudes of its nine prorogued periods of existence; there is a contrary opinion expressed by a rather large minority who have found the furry coats of defunct toms and tabbies profitable and comfortable, though the latter class of beneficiaries have generally not surely known the real character of the article, as the finely dressed and dyed fur of cats and kittens is sold under the attractive

title of genet, or other fair sounding names, to which even the most hopeful or visionary feline never dreamed of falling heir.

Skins are dyed in quantity at Leipzig for barter at the fairs, and to meet the regular demand. Russian dyers are extremely proficient in coloring cat fur either a plain shade or in imitation of other furs, and are said to be able to effectively deceive even the Chinese, who are supposed to know cats—if anything.

Feline fur is used in Europe for coat linings, collars and trimmings; and in Russia for lining boots and gloves.

Some of the inferior white skins are dyed in imitation of squirrel and other lining furs, but as they are always low in price, and generally unattractive in appearance the deception is not harmful.

## France

Fur-bearers found in France include the fox, marten, polecat, wolf, bear, coney, and an occasional lynx; the number of species is small, and the individual skins are all of moderate value.

The European lynx, the largest and most beautiful member of the lynx family, is now nearly extinct, being found only in the Pyrenees Mountains, and in very small numbers in one or two other places; the long, lustrous fur is an exquisite chestnut brown diversified with black.

Wolves continue to infest the forests of France in sufficient number to effect considerable damage to property and the destruction of domestic animals; bounties are paid by the government for the scalps of all wolves



WOLF

destroyed, and the amount thus expended indicates the early extinction of the wolf in all parts of the country. Prior to 1880 professional wolf hunters, known as *Louvetiers*, were employed by the government to kill the wolves abounding in the woodlands and open country. The institution of the *Louvetiers*, which is of ancient origin, has been abolished and re-established several times; through the favor of Napoleon I it was revived after a suspension of unusual duration, and continued to flourish until abolished by Louis Philippe. It obtained a new lease of life under patronage of Napoleon III, but finally passed out of existence at the close of the second empire.

Paris is the center of the French fur trade; the business at the capitol is conducted by able merchants and alert furriers having commercial relations with all parts

of the world where high class furs are used. For many years Paris was also the leading fashion center of the universe, but is less important in this regard than formerly as many of the Parisian styles are too extreme for general adoption; it still quite distinctly leads in the introduction of particular kinds of furs, as any article in strong fashionable favor at Paris is certain to become very popular for a time in other great cities.

### CONIES

About eight million conies, or rabbits, are annually killed in France for their flesh and fur. The French conies, bred in captivity, are unusually large and well furred, and on account of more than ordinary care in breeding and handling are of superior quality; the natural colors are black, brown, white, bluish grey, mottled black and white, and sundry mixed hues.

Nearly all persons living in country districts whose homes include small back yards or larger plots of ground, breed rabbits, usually only a few, keeping them in boxes, barrels and coops, from which they are rarely liberated even briefly; the animals are well fed on clover, oats and vegetables, and when ready to kill weight from seven to fifteen pounds each; the flesh, which is of fine flavor, is generally worth about ten cents per pound, and the skins from five to twenty cents, according to size. The skins are bought up by men who travel through the country collecting old rags, junk and bones; when these collections are brought together the skins are assorted according to size and color, the large, perfect and fully furred skins being best adapted to the requirements of furriers, and the lower sorts for hatting purposes.

French coney dyers are remarkably proficient, and enjoy the reputation of producing many excellent fancy colors, and an unequaled black, deep and lustrous, on coney; the skins all bear the special brands of the individual dyers, which are universally known. The dyers are located at Paris and Lyons; one dyer at the latter city has a world-wide reputation for producing a superior rich and brilliant black on native rabbits and particularly on white Russian hares.

Thousands of skins are dyed brown; the "black coney" and "brown coney" pelts are skins in the natural state, that is unplucked, dyed either black or brown, and while of very considerable utility, rank in beauty and value below skins upon which more labor is expended, and known as seal-conies.

The choicest coney skins, best in fur and leather, are plucked and unhaired by machine as carefully and thoroughly as the finest fur seal, and are dyed seal-color, practically black, and are used in the manufacture of garments in prevailing styles, and are sold as electric seal, and under other names associated with the word seal, which fur they so closely simulate that only experts can distinguish the one from the other; it is indeed a perfect imitation, and is readily sold at a better profit producing price than is obtainable for many fine furs.

Silver rabbits are raised by nearly all small French farmers; these rather handsome little animals have also been bred for many years by the Trappists order founded in 1691 near Mortagne, Department of Orne, close attention being given to selection of stock to maintain purity of color; when born the rabbits are jet black and



do not change to silvery until they are about three months old. Silver rabbits skins are dressed to be used natural in making muffs, collars and fine trimmings. Conies also abound in Spain, and the name of the country is due to that fact, being derived from the Phoenician, *Spaniga*, which means, abounding in rabbits. "Belgian coney" consists mainly of fancy varieties, and is so named on account of being dressed, dyed and otherwise prepared in Belgium; the dyers of that country for years supplied the markets with black, brown, sheared, half-sheared coney, and various imitations of finer and more costly furs; the more remarkable imitations in Belgian dyed coney include tiger, leopard and zebra effects. Alas! poor Belgium. Lissa, or white Polish conies, are extensively collected, bartered, bought, sold, dressed and dyed and finished at Lissa, a town of Prussian Poland, near the border of Silesia. There are two assortments, German and Polish, each of which embraces a number of grades; the German are the larger and better skins; in assorting the German division of the Lissa conies the largest and best furred skins are made up in packages of fifty skins each, tied with a single cord, and marked "Russian conies." The next selection, according to size and quality, is also put up in packages of half

a hundred skins, bound together with two strings, and therefore called *Doppelschreinge*, "double-stringed."

Smaller and poorer skins are either bundled or sewed into lining-plates. Raw skins of the second principal assortment, or Polish skins, are put up in bundles of sixty skins, called "shocks." Dressed skins with light leather and little fur are arranged in parcels of ten skins; good white furred pelts, about thirty, are sewed together in lining-plates, each plate being of the proper size for lining a coat. Coney sewers at Lissa make up the plates in sizes for coat linings of different lengths, linings for high-top boots, and for many small articles; some of the linings are composed of hundreds of small pieces to avoid even a minimum waste of material. Much of the coney sewing is done by small children, five or six years of age, who earn about one dollar a week.

Natural linings are assorted according to color, thereby making three classes, pure white, a lower grade of white and yellow; the linings are also dyed black, and to imitate squirrel and ermine.

### ITALY

Furs are fairly popular in Italy, but are not in common use, being regarded as luxuries rather than necessities; low priced furs, however, are worn by many, and are doubtless admired by all. Fur-trimmed garments are popular, and measurably satisfy the natural desire for at least a little fur as an effective finish.

High grade furs are used to some extent, but the chief demand is for medium and lower cost skins; owing to widespread love of the conspicuous, cheap furs in high colors, bright reds and blues, are at times in good request.

## Holland

Three articles of interest to the fur trade—cats, lambs and geese—are reared in Holland considerably in excess of domestic needs.

As a fur-bearer the Dutch cat is a pronounced success; it is wonderfully prolific, attains an extreme size, and owing to an abundant fish diet develops a coat of fur superior to that of any other “house cat” on earth; the soft, dense fur is a handsome brownish-grey with black markings, and one skin is so like another in color and quality that the supply is available for manufacture in the natural.

The mole flourishes in Holland, and we may assume that it will not be delved from the soil in numbers, endangering the extinction of the animal while the skins remain high in price. Mole hunters are active, however, and for some time past have sent good supplies of skins to market.

Holland annually produces about one million lamb skins of medium quality, which are used in the production of clothing.

Flourishing goose farms supply the trade with many fine geese skins, from which, when properly plucked, we obtain the well-known fluffy, beautiful and delicate white “swan’s down” of commerce.



## Asia

Asia, the largest of the continents, is of the highest importance to the fur trade of the world in every respect except the manufacture of high-class furs; fur-bearing and near-fur-bearing animals abound in immense numbers and variety of species; collections of peltries are counted by bales rather than single skins; the manufacture of cheap classes of skins by crude methods is almost universally conducted; and all the people, except in very limited southern districts, are fur-clad.

The fur-bearers include the sable and black fox of greatest value, otter, ermine, wolf, lynx, marmot, marten, wild cat, wolverine, beaver, bear, hare and foxes of all colors; and near-fur, tigers, leopards, Persian and Astrachan lambs, some quite black and others white, brown and mixed, Mongolian lamb, moufflon and hundreds of goats and kids, all of which are utilized by furriers.

Thibet goat skins, secured in large numbers, are sent to market in the natural state, and as coats, robes and crosses; all goat and kid skins are shipped to selling markets in these four forms.

Caracul—variously written carakule, karakul and caracool—Persian, astrachan and broadtail (unborn Persian lambs) are the finer grades of lamb skins, and are used in different ways, the white and grey, natural; and all, as required, dyed black; the caracul and Persian, also called Persianer, are close curl, the astrachan open curl, and the broadtail wavy, or showing the handsome weave effects noticeable in moire silk.

Moufflon, found in some parts of Europe as well as



## KOLINSKY

Asia, has long, soft hair and woolly undergrowth, naturally dull white or brown; it may be dyed any color desired.

Caracal, a small lynx, is a handsome fur of a uniform reddish brown, paler brown on the abdomen, and showing many small dark brown or nearly black spots; the ears are black, to which fact it is indebted for its Turkish name, caracal, meaning black eared.

Angora goats abound in Asia Minor, the number being estimated at three million; the fleece is long, soft and silky, and dresses a clear white. Angora is used in the fur trade in the manufacture of children's sets, baby carriage robes and for making fine small rugs.

Kolinsky, indigenous to Asia, is a small and rather handsome fur-bearer, about fourteen inches in length, and in general form resembling the American mink or European marten, and is known abroad as the Siberian sable, and also as the Fartar sable and Siberian marten; the fur, however, is unlike that of either the sable or marten, being shorter, harsher and lighter in tint than that of the sables, the general color being a bright golden, handsome shade of yellow, or brownish yellow, quite uniform in tone on all parts of the body.

Some of the best skins are found in the government district of Kola, Russia, and large numbers are obtained in China.

Kolinsky is made up natural or dyed mink color or much darker shades of brown; it serves excellently for the production of ladies' coats, capes, stoles, linings of coats, ladies' hats, muffs, borders and trimming.

Skins are offered in the market with or without tails; the tail is covered with fur and moderately long reddish stiff hairs; split tails make a handsome border or finishing edge for capes, coats and stoles. The long hairs in the tail are used in making artist's water color pencils and other brushes.

Tails may be purchased separately by the timber, forty tails, generally for one dollar, sometimes more, per tail.



PERWITSKY

The perwitsky is one of the smallest fur-bearers utilized by furriers; the body approximates eight inches in length, the bushy tail about five inches; looked at "straight in the face" it resembles a very small domestic kitten, but in coloring is in a class by itself. On the back and one-half way down the sides the fur, which is unusually short and in moderate quantity, is a pale yellow, profusely marked with blotches, spots and lines of chestnut brown hairs; these brown markings vary considerably in size, from a few hairs to moderate sized patches. The under one-half of the entire length of the body is uniformly covered with fur and hair in a rich

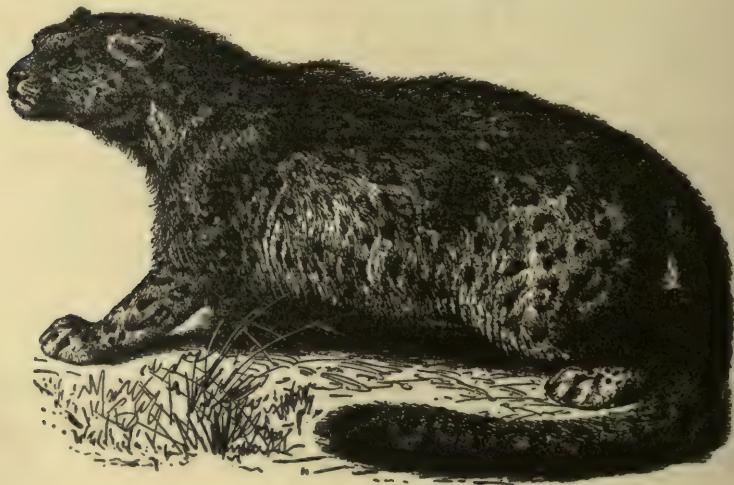
mahogany brown; the tail is of the same dark brown as the under portion of the body.

The perwitsky is found in Siberia, is arboreal; when upon a branch it is not easily noticed from the ground, and is not readily observed by enemies above it—its remarkable coloring is manifestly protective. Annual catch in some years is fairly large, but is usually small.

Perwitsky fur, introduced in New York some six years ago as a novelty, is used in making coats, sets and trimmings; it is at times popular in Europe as a lining.

#### SNOW LEOPARD

This is one of the handsomest of the leopards; the fur on the upper parts of the body is grayish, slightly tinged in part with faint yellow, interspersed with dark broken to nearly black marks more nearly resembling those on the jaguar than the leopard; the under fur is a clear, snowy white. The animal is found in central Asia, and is secured only in small numbers; skins come to the market through the London public sales.





Native and imported furs of every description, from the cheapest to the most costly, have been used as clothing throughout northern China for many centuries, probably from a period as remote as the creation of man—if we may accept the records of Chinese writers; it is certain that Siberian and Russian collectors of fine peltries have for several hundred years transacted a flourishing trade with China, exchanging sable, fox, squirrel and other skins for tea, silk, and sundry products.

The East India Company conducted a large fur business with China from 1600 to 1833, when its exclusive privilege of trading with the country was abolished. Early Spanish settlers on the Pacific coast near the site of the city of San Francisco made large shipments of sea otter, seal and other fur skins to China with very satisfactory results. The Russian American Fur Company, operating in Russian America, made large shipments of sea otter, black and blue fox, beaver and other high grade skins to the empire where they found a ready and apparently unlimited market.

For some time past Chinese merchants have secured necessary supplies of furs, raw, dressed and dyed, from Russian merchants at the fairs, English shippers and Leipzig dealers; all markets have been unsettled by the European war.

Furs are seldom worn in the southern portion of China, owing to the mildness of the climate, but in northern districts—it is a big country—heavy fur clothing is regarded as absolutely necessary, not alone on account of the severity of the winters, but owing to the fact that the dwellings, which are made of light and very combustible materials, are not provided with stoves or other appliances for obtaining artificial heating.

Millions of fox, hare, rabbit, goat, lamb and cat skins, and enormous quantities of cheaper sorts of Siberian squirrel skins, none of which are durable articles, are annually worked up into coats, crosses and garments of many names to meet the requirements of the "common people"; otter, sable, beaver, marten and other choice peltries are still consumed in quantity by persons of larger means.

The "heathen Chinee" may be peculiar in many ways; he is a shrewd dealer, a careful buyer, and is fully awake to the "tricks in trade" practiced by his white brethren, and is ever ready to match them with a few of his own; he may be deceived into accepting a Russian dyed rabbit as a rare article worth a yen instead of only a few cash; but in turn he can darken a fifty dollar sable so that it will pass as a two hundred dollar pelt, and not be "found out."

Moths destroy furs in China as easily as they do in New York, and to insure their protection against both moths and thieves at a mere nominal charge, wise Chinamen entrust their furs in summer to the care of pawn-brokers, who realize that they must deliver the goods in perfect order on demand, or lose their advances.

Graft is not unknown in official life; the govern-



WEASEL

ment is a large purchaser of furs for military purposes, and some of the purchasing agents, usually mandarins and high officials, have entire rooms filled with fine furs paid for by government money.

Fur constituted a considerable part of the loot obtained by the allies sent to China to crush the Boxer uprising; members of the royal family, nobles and rich persons had large stores of fine furs at Peking, most of which were carried away by invaders of the white race presumably intent upon protecting missionaries.

A few species of fur-bearing animals continue to exist in the mountains and forests of China, the only districts not densely populated by man; these embrace the fox, weasel, otter, wild cat, civet and tiger.

Domestic animals valued on account of their furry coats abound; the cat is exceedingly common, and its fur is extensively used in making warm clothing for the poorer people; goats and sheep are bred to meet a similar but larger demand, and provide a surplus of about one hundred thousand skins for export each year, the principal foreign markets being Russia and the United States.

North China tiger skins are very fine in fur, color and size; skins received at New York have measured up to sixteen feet from tip to tip, and when mounted as hall rugs, head and feet complete, have sold for more than



four hundred dollars each. Chinese hunters almost invariably remove and retain as trophies the claws of tigers caught by them, but occasionally permit the claws to remain in return for a few more "cash"—a very small Chinese coin.

Chinese civet is much larger than the American specimen, ranging in length up to thirty-four inches, exclusive of the fury tail which is eight to ten inches long, and clearly ringed in black and white. It is generally similar in marking to the American civet, but the white portion of the fur is chiefly in spots and cross-section lines, instead of lengthwise figures. Good coats and sets are made of the fur.

Many weasel skins are procured in China; full grown specimens are nearly as large as the American mink; the fur is a pale yellow; it is used as a lining, for making sets, coat collars and trimmings, and is generally dyed mink color.

Leopard cats; these are designated as "leopards," because the light brown fur is profusely dotted with small black spots; and "cats" on account of the size, in which particular they are comparable to the American domestic cat. These pelts are used in making children's

sets, larger sets to some extent, and for coats and linings. Ringtails; these are about thirty inches in length, not counting the tail, and are of slight build, "open" skins being approximately eight inches wide; the tails are ten to fourteen inches in length, and are marked with alternate rings of black and white fur. Fur-bearers with caudal appendages of this character are almost as abounding in China as human queues—and doubtless more practical.

Pahmi—this name was seemingly given to the helpless fur-bearer as a title pleasing to delicate ears, in the same polite spirit in which for many years skunk, the fur only, was presented in the marts of its nativity as American sable.

In earlier years the pahmi was known in China and to foreign traders as the "Ningpo Rat," a comprehensive name, as the animal abounds in the Yangste Valley, the rivers and marshes within a fairly large radius of Ningpo, Central China.

The pahmi, full grown, is close to sixteen inches in length, and has a short furry tail five inches long; the color of the fur is a light brown, with a small, narrow white mark on the crown, which in some specimens extends nearly to the shoulder; fur on the under portion of the body is white, the white mark, however, is only a narrow line directly in the center; the top hair is somewhat silvery, and the ground fur is yellowish in tone.

The annual collection of pahmi skins approximates two hundred thousand, of which from fifty to one hundred thousand skins have been annually exported to America in recent years; the fur has long been popular in Europe in the manufacture of collars and cuffs in lieu

of otter, which it resembles in appearance and strength of leather. Pahmi fur is used in China in making crosses, in which form it is worn, and various small articles including trimmings. In the United States it is used natural, or "in hair," principally as an imitation of otter. Skins are worth "round" fifty cents each in the raw.

The Chinese are not only hunters, barterers, traders and wearers of furs, but are also efficient dressers and dyers of skins of every kind required in their domestic and export trade; the latter branch of the business is conducted by English, German and American merchants located in greatest number at Shanghai, Tientsin and Hong Kong.

## Japan

Japan furnishes limited supplies of furs of fine quality and medium grade; the indigenous animals valued for their furry coats are the fox, weasel, badger, marten, bear, hare, wild dog and tailless cat; on the smaller islands off the mainland supplies of sable, fox, sea otter, fur seal and land otter skins are obtained. Japanese hunters, conducting their operations in small sailing vessels, at times secure very valuable collections of sea otter, fur seal, sable and fox skins at or near the Kurile Islands in the North Pacific Ocean, for which there is always a good demand, in part for the home trade, but more largely for export.

These small vessels, with their crews, are not infrequently lost in violent storms at sea, or dashed to pieces on some rocky island shore.

Deer are fairly abundant in Japan, and with rare

exceptions are smaller than those found in other countries; in some parts of the empire they are regarded as sacred and are carefully protected.

### SIBERIA

Fur-bearing animals of more than ordinary beauty and value inhabit all parts of Siberia, and excellent collections of superb peltries are annually secured by assiduous hunters and trappers, many of whom are wholly dependent upon their catch. These collections include sables of finest quality, which are secured in fairly large numbers each season, and for which there is an ever ready market at high prices; the black fox, one of the most beautiful of all fur-bearers, is found in Siberia; the collection is small, but the skins command extreme figures, up to three hundred dollars each. Hares of good size are abundant, and are specially important to the natives whom they supply with food, clothing and cash.

Large snow-white hares are plentiful in many sections; the fur is long and soft, and is used in the trade in the natural, dyed black, brown and silvery, and as imitations of finer furs.

The largest, best-furred and most handsome squirrels abound in eastern Siberia, and the skins are exported in large lots.

### PERFUME

Scent from the pouch of the civet cat, Asiatic and African specimens, forms the base of sundry perfumes; nearly \$150,000 worth of the material was exported to the United States in 1916.

## KAMTSCHATKA

Sable skins, of which from three to five thousand are annually collected by experienced hunters in Kamtschatka, constitute the most important product of the peninsula; the skins are disposed of to local merchants, mainly foreigners, in exchange for various commodities transported thither for the purpose.

Sea otter, fox, beaver, seal, bear and land otter skins are similarly secured and bartered.

The reindeer abounds and is highly prized by the natives for food and clothing. Since the conquest of Kamtschatka by Russia in 1706 a regular tribute in furs has been paid to the Russian authorities at Irkutsk.

The sea bear, so named on account of its size and appearance, is found in large herds at Kamtschatka and the Kurile Islands; it measures from seven to eight feet in length, and has an abundant undergrowth of rather soft fur, or wool, reddish-brown to lighter brown in color; the long hairs are plucked, and the under woolly coat, designated in the trade as wool-seal, is occasionally used, natural or dyed, in making novelty trimmings.





Fur-bearing animals, ranging in size from pygmies to monsters, frequent the hills and vales of Africa, but as the elevated temperature prevailing throughout the year in most parts of the continent is not conducive to the development of a dense and durable under-fur, only a few native species are provided by nature with coats suitable for the production of the protective clothing required in colder countries; in their native land, however, these more or less furry skins are generally appreciated and quite extensively used as ornamental additions to the rather meagre tribal costumes. African hunters, chieftains and warriors are very proud of their crudely prepared tiger, leopard and other pelts worn pendant down the back as manifest tokens of their prowess.

The list of African animals utilized in the fur trade to a greater or less extent, embraces the fox, marmot, caama, fennec, civet, genet, tiger, leopard, wolf, cat, hare, bear, gazelle, ounce, rabbit and one species of monkey.

The genet, found in South Africa, has a moderately good coat of fur, generally grey with yellow or clouded white markings and many dark spots; the tail is marked with rings of alternate black and white fur; genet is



FENNEC

used by furriers, chiefly abroad, in making boas, linings and trimmings.

Civet. This animal abounds in Northern Africa and is persistently hunted for its fur, and the perfume it carries in a small glandular pouch. The fur, which is rather long, is handsomely marked with unevenly distributed patches of black and white hairs. Small parcels of civet fur are used in Paris, London and other cities for trimming garments, and making boas and muffs. A perfume similar to civet is obtained from the rasse, a Javanese animal.

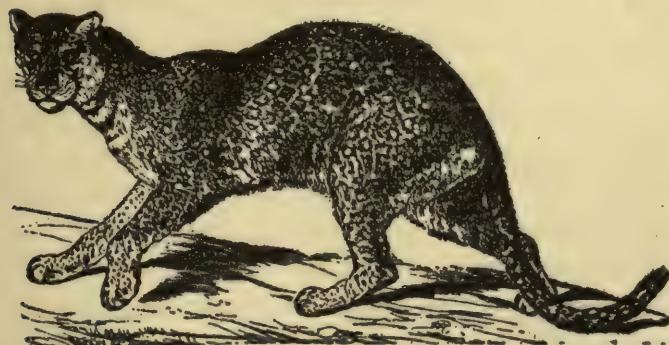
Caama. Also called, asse, is a South African animal of the fox tribe, and the smallest known member of the family; its downy yellowish-grey fur always commands a ready sale at prices sufficiently remunerative to induce a small number of hunters and trappers to devote much time to its capture. Owing to the diminutive size of the animal a considerable number of pelts are required to line a cloak, and as the demand always exceeds the supply, a caama lining is a luxury obtainable only by a few wealthy persons.

Fennec—is the English name of another small animal, somewhat similar to the caama, inhabiting several districts of Africa, especially Egypt and Nubia. It is about twenty inches in length, including a very bushy,

fox-like tail. Marked differences are noted in the color of the fennec; usually the fur is of a pale fawn tint, but at certain seasons blanches to a creamy white. The fur is wonderfully soft and warm, and so highly esteemed by the richer classes that the entire collection is regularly required for domestic consumption.

**Leopard.** The fur of the leopard when in perfect condition is extremely brilliant and gaudy; it is generally marked with ten, and occasionally twelve, lines of irregularly shaped black or very dark brown spots extending from the head to the tail; the color of the fur between the spots varies from nearly clear white to dark brown; skins showing light golden tints are considered most beautiful, and are preferred by furriers in producing stylish collars, muffs, trimmings and occasionally full depth coats either for street or auto wear. The article is used to a larger extent in making floor rugs with mounted heads or half-heads.

**Jackal.** A limited number of jackal skins from South Africa are offered from time to time at the London sales of mixed furs; this species of jackal is found at



LEOPARD

the Cape of Good Hope and in the contiguous districts; it is larger than the common fox, and has a moderately dense coat of black and white over-hairs, divided by a distinct, dark line extending down the spine from the head to the tail; the skin is lined with plush, felt or cloth, and is used as a sleigh or carriage robe or hall rug.

### MONKEY

The skin of one species of African monkey, the black colobus, is at times manufactured by European and American furriers as a novelty; nearly fifty thousand skins have been used in a year.

The monkey has no fur; only the shoulders are fairly but not densely covered with long and glossy black hairs, forming on the body of the monkey a covering strikingly resembling a coachman's cape; but as the monkey wore it first, the charge of appropriating an original style will lie against the coachman, but not against him only as thousands of ladies have also adopted the fashion with manifest satisfaction.

Monkey skin as apparel is unquestionably an original style, remotely original, for very learned men assure us that it was worn in warmest Africa ages before man happened, for man did happen as is clearly proven by the voluminous theory of evolution, a process plainly axiomatic and therefore independent of corroborator which is non-existent.

Once upon a time—the esoteric period in which all legendary events have had their genesis—a monkey was evolved into a man; how many monkeys suffered this humiliating transformation or transmigration is not stated, and the number may therefore be regarded as an



immaterial detail; it is certain, however, that evolving was considered humiliating to the simian, which became so distraught by the deeds and assumptions of the new biped that it promptly estopped further evolving—hence we have the monkey with us “even unto this day.”

Man, though knowing from whence he came, but not being able to unravel the secret of how to do it, has not evolved backward or forward, but has been content to multiply merely as man, and seek forgetfulness in migration; but now and then Dame Fashion stirs within him painful memories of the long ago, for as he dons thoughtlessly purchased coats or capes of monkey skin and realizes that, “according to information and belief,” the garments are made of the hairy cuticle of devoted ancestors, he must be well nigh overwhelmed in grief. To one not wholly hardened by the lapse of time the contemplation of wraps made from the epidermis of humanity’s prototype must be an exceedingly poignant experience; grandparents many times removed, revered uncles,

aunts and beloved cousins innumerable pass in review and thrill the imagination as one garment after another is fondled and reluctantly tried on. From 1850 to 1900, African hunters sent to market 2,733,163 black monkey skins to be converted into stylish capes, collars and trimmings for the adornment of winsome posterity, a large proportion of the collection being required in the United States.

Since that unknown era in which he descended from a monkey, man has achieved marked progress in mechanical efficiency, scientific attainments, and greatness in his own opinion; failure, however, to rightly apprehend his origin plainly proves that he descended, really came down, and will remain in the depths until he realizes that no matter how many times man has made a monkey of himself, God never created a monkey in order that he might therefrom evolve a man.

#### SPOTTED RINGTAILS

The spotted ringtail, called a cat because it is related to the felines, is about thirty-five inches in length including the tail which is some seventeen inches long, marked with alternating rings of black and dingy white, eight of the rings being black. Fur on all parts of the body is dotted with nearly circular black spots about one-half to three-quarters of an inch in diameter; the fur is soft and fairly abundant.

Pelts of the spotted ringtail in the natural state make good coat linings, or sets for ladies and children who like odd things; dyed it may be used in various ways. Spotted African ringtails are a novelty for the American market; the supply is not large.



### BLACK COLOBUS

The Black Colobus, shown above, is the African monkey whose hirsute cuticle is utilized in the fur trade. When a few, very few, monkeys committed the foolish fault of changing to humans, it is a moot question whether they became men or women; it is certain, however, that the hairy hides of the monkeys "become" women only, as men, though not adverse to monkey-shines, have ever, instinctively it may be, refused to be appareled in monkey skin.

## Fairs

In the earliest period of the trade the skins of fur-bearing animals caught in more or less extended sections of country lacking transportation facilities, were brought together at certain season for barter and distribution at fairs. Though wonderful progress has been made in dressing, dyeing and manufacturing furs, original methods of handling raw skins still prevail in many places, or have been abandoned only in part, reluctantly, or by force of circumstances. There are places where it is still possible to secure furs of superior quality in exchange for trinkets of small value; rather large collections of raw furs are, "even unto this day" and as of old, sent to London and Leipzig to be sold publicly or privately to merchants in the countries of origin, including the United States and Canada; and fairs are held as of yore, and are regarded as essential centers of distribution.

### NIJNI NOVGOROD

The Mackary Fair, undoubtedly the greatest fair of the present day, is held annually at Nijni Novgorod, Russia, beginning, officially, on August 6, St. Mackary's Day, and continuing to September 6; the fair is named after its patron saint, and the monks of St. Mackary formerly derived a large revenue from the institution in duties imposed on the goods brought forward for barter and sale; the duties were long since taken over by the government, though dignitaries of the church continue to officiate in the interesting ceremonies inaugurating the fair each year. Nijni Novgorod, famous chiefly on

account of the fair held there annually for many hundreds of years, is situated upon a hill rising rather abruptly from the plain, near the confluence of the Volga and Oka Rivers, and is a very attractive city during the gala period of the fair; it is estimated that two hundred thousand persons, busy merchants, dealers and speculators of all civilized lands attend the fair, bring forward for exchange furs, tea, silk, wool, hides and other products and manufactured goods; these articles are displayed in large warehouses and some three thousand shops, one-story buildings of wood and brick erected in rows along straight streets; many of these shops are unoccupied during half the year, but all are needed for the fair. Every precaution is taken to avoid a conflagration—a trench filled with water from the river runs through each street; no one is allowed to light a fire or even a candle in any of the shops; and special watchmen are constantly on duty. A large part of the business transacted is effected by barter, goods from one country being exchanged for those from another; business is conducted slowly, methodically and in calm disregard for the value of time; values are to a certain extent regulated by supply and demand, but each merchant or trader values his own goods independent of market quotations, and as it "takes two to make a bargain," not only hours but days are sometimes consumed in completing a single transaction—vain efforts to obtain two dollars' worth of goods for a hundred cents, or two dollars for merchandise worth half that amount.

Furs offered at the fair are collected from all parts of the universe, ranging in grade from Siberian sables to European hares; the articles brought forward in larg-

est number are squirrel skins, up to two million; hares, half a million, and lamb skins, seven hundred thousand.

### IRBIT

Another Russian fair of special interest to the fur trade is held annually in February at Irbit, capital of a district of the same name, on the Rivers Irbit and Nitza, near the Ural Mountains. Furs to the value of more than two millions dollars are offered at this fair in small buildings erected for the purpose, about thirty thousand European, Asiatic and American merchants attending as buyers. The furs, being winter caught, are of excellent quality, and include very fine sable, fox, bear, kolinsky, wolf, wolverine, and three to four million Siberian squirrel skins, and sundry European and American articles. During the day the merchants visit the shops for the purpose of examining the goods and comparing prices, but exchanges or purchases are rarely effected until evening, when buyers and sellers assemble at their hotels for dinner, which is the most important event of the day; those gathered about the tables are seemingly engaged solely in a feast of good things, but as a matter of fact each one is exercising to the utmost his business skill, wit and wisdom to effect exchanges, sales and purchases so as to get "the best of the bargain."

At the Irbit Fair, July, 1917, competition was strong though prices ruled high; offerings comprised the following skins: Badger, 3,000; house cats, 50,000; ermine, 120,000, which brought from 83 cents to \$1.86; Russian iltis, fitch, 140,000; cross fox, 500; white fox, 7,500, selling at \$12.86 to \$14.27; silver fox, 100, of which the best brought \$857.00; red fox from various sections,

8,000; grey fox, 2,500; kolinsky, 60,000; lynx, 500; baum marten, 2,000; Russian mink, 2,000; sables, 1,500, brought from \$25.00 to \$128.00; wolves, 1,000; bears, 300; Mongolian foxes, 700, brought from \$4.86 to \$6.86; otters, 200; wolverine, 300; dog skins, 4,000, and 2,075,000 squirrel skins.

### LEIPZIG

Important fairs have been held annually at Leipzig, Germany, for nearly six centuries. These fairs, three in number, are attended by merchants and manufacturers from Germany, Russia, Greece, Hungary, Turkey, Denmark, Sweden, England, France, Italy and America, who visit the fairs as buyers and sellers—either to purchase furs produced in lands other than their own, or to sell their native products in an open market.

The bulk of the raw and dressed skins thus exchanged or sold is taken for actual consumption; but in instances large parcels of lamb, squirrel, hare and other peltries are purchased for speculation.

Russians have usually been the largest buyers.

The New Year Fair, first of the three, is held in January.

The Easter Fair, which is of leading importance to fur merchants, occurs immediately after the sacred festival from which it derives its name, and usually opens in April. Large lots of furs purchased at the London March sales, and direct shipments from the United States, are sold at the Easter Fair to German and other manufacturers.

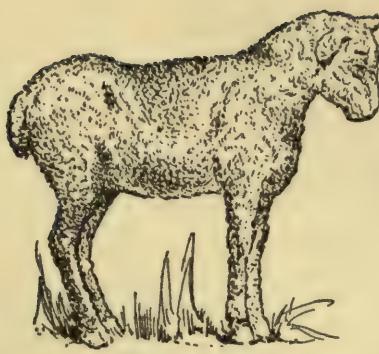
The Michaelmas Fair, last of the three, is held in September. The great European war has adversely af-

fected all these fairs, owing to bad business conditions in all markets, and the evident inability of foreign merchants to attend or forward goods for purchase and sale.

## Lamb Skins

A large quantity of lamb skins of various kinds and sizes is regularly employed in the manufacture of articles of winter apparel throughout the world; many of these skins are marketed through the great Russian fairs, others are shipped to London for sale in the raw, and smaller lots are sent direct to consuming centers, or are converted into clothing at the sources of production. All are handled in the fur trade owing principally to the fact that they are made up with the fleece on the skin, in the same manner as furs, instead of the methods usually pursued in the manufacture of wool. Several million skins are annually collected and consumed; these skins vary in size, color and texture; the greater number are white, many are light grey, mixed grey and white, and some are black; in some specimens the wool is tightly curled, in others open curled, crinkled or straight; certain diminutive specimens, found largely in Asia, are generally admired. Lamb skins are known in the fur trade by the following names:

Persian lamb, Persians or Persianer; these have closely curled wool on all parts of the pelt, and are made up natural or dyed a lustrous blue-black; the article is at times extremely fashionable for ladies' coats, capes, children's garments and headwear; some consumers regard selected Persians as superior in beauty to any fur except sable; it has no rival as a mourning "fur."



PERSIAN LAMB

Half-Persians are a lower grade of skins of the Persian class, and are well adapted for making capes, linings and caps.

Large collections of Persian lamb skins are regularly offered at the fair at Nijni Novgorod, and are sold in bale lots for dressing and dyeing at Leipzig, where the finishing processes have been conducted for many years; many skins are dyed in Russia, where the article is extensively used in making garments, linings, and also for military collars and caps; in recent years Persians have been finely dyed in Greater New York.

Broadtail, made up into costly garments, is a lamb skin showing a beautiful wavy pattern, similar to moire silk.

Astrakhan, or *Merluschka*, lamb skins are collected in quantity at Muraschkino, Russia, and are forwarded to the fairs by Russian and Persian merchants; some are dressed at the stated center of collection, Moscow, Kasan and other Russian cities. As compared with Persians the wool is longer and much more "open" in curl; fickle fancy alternately favors Persians and Astrakhans, and prices vary accordingly.

Krimmer, a handsome grey lamb skin, closely resembles Astrakhan, but many specimens are more tightly curled; it is very handsome made up natural for children's sets, caps, linings and trimmings.

Ukranean. Skins obtained chiefly in the government of Kiev, Russia; mainly consumed at home, but a small quantity is exported.

Caracule or Caracool, is a handsome figured skin, much admired in ladies' garments; it is beautifully curled when taken from very young animals, those only a few days old, and is an excellent natural black.

Moufflon—is long in fleece, handsome in natural white, or dyed brown or black.

Mongolian is a moderate priced skin; it is warm, soft and quite durable.

English and Scotch lambs, when properly dressed and dyed, resemble the finer Persians, and are pleasingly bright or lustrous.

Crimea—lambs having fine curly wool abound in the Crimea, European Russia, and always command a good price at home and abroad.

South American or Buenos Aires lamb skins, are used in making or lining coats, military headwear, rugs and other articles; they are about fifty per cent cheaper than the English and Scotch brands; the yearly collections exceeds a million skins.

These and a few other less important "sorts" of lamb skins, sheep skins from China, and kid skins from many parts of Asia, are regularly required by ladies of fashion in Europe and America, men of moderate means and poor people in many parts of Europe and all Asia.

## Robes and Rugs

Buffalo, bear, wolf, goat and other large, strong and heavy pelted skins, while used as furs in the production of various articles, are specially adapted to the manufacture of sleigh and carriage robes, which is a separate branch of the fur business; these skins, and additionally the complete pelts of the tiger, leopard, lion, puma, jackal, Polar bear and a few others make attractive hall and parlor rugs and mats. Higher cost carriage and sleigh robes are made of fur seal natural or dyed, beaver, raccoon, fox, fawn, wolverine, musk ox, marten, and other furs, either in regular "stock" or on special order, always affording the consumer greater comfort and satisfaction than robes of other materials, however expensive.

### BUFFALO

For many years the American buffalo, properly bison, furnished the chief supply of warm, serviceable and durable sleigh robes, but greedy tongue and hide hunters, and reckless slaughterers who claimed to be sportsmen, unitedly destroying the animal at the rate of nearly half a million a year, wantonly wasted a valuable asset of the country, and practically exterminated one of the most interesting animals in all creation, and which was first seen in the wild state by white men about the middle of the sixteenth century.

During the winter of 1844-45 the large open section of country known as the Laramie Plains, a favorite winter resort of the buffalo, was visited by a severe snow storm which continued until the entire district was buried in snow to a depth of about four feet; during the

storm thousands of buffaloes were trampled to death in their mad struggle to escape, and many more died of starvation; a large number, however, survived, but only to later encounter a destroyer more cruel than nature. The buffalo has not been seen on the Laramie Plains since that fatal winter. Prior to 1850 vast herds of buffalo frequented the plains of Texas, and all of the great tracts of level land east of the Rocky Mountains to the Missouri and Mississippi Rivers, but all, except a few in captivity, have passed over the border into happier feeding grounds of the race. For several consecutive years, beginning 1850, a collection of from one hundred and forty to one hundred and fifty thousand buffalo hides was marketed at St. Louis alone, and other large lots were shipped direct to New York and Chicago; in 1859 the collection centering at all places approximated two hundred thousand hides; in 1877 about two hundred thousand buffalo were killed for their hides in the single State of Texas; the following year the supply from all sources reached a total of only one hundred and twenty thousand hides of all sizes, and in subsequent seasons, down to 1883, the collection averaged one hundred thousand hides per annum; from that date, which was the last great year, the decline in quantity was very pronounced, and before 1890 the last small collection had been garnered, and, except a little herd in Yellowstone Park, the American bison had ceased to exist as a wild animal.

The last lot of buffalo hides received at New York, about eight hundred, was purchased by a sleigh robe manufacturer at eight dollars each, and after making them up into robes—a single hide finished natural or

lined with felt constituted a robe—sold them at first at fifteen dollars, later at twenty-five, fifty and sixty-five dollars each, and the last pair at one hundred and twenty-five dollars each. In the early history of the trade buffalo hides, according to size and condition, were worth from one to three dollars each in the raw. In the trade buffalo hides were classed as "Indian-handled," or dressed, or "whiteman dressed," the former for many years rating as the better hides. Indian squaws of several tribes, particularly the Crows, were efficient dressers of buffalo hides, the work being done by them with the brains of the animal and certain juices known, in this connection, only to themselves; the leather of hides dressed in this way was white, clean and soft. Some of the Indian-handled hides were smoked; these were also pliable, but dingy on the leather side. Hides of the buffalo, mountain sheep, deer and elk dressed by Indians always retain their soft finish; and when wet, or even soaked in water, do not dry out hard or harsh. Many of the Indian-handled hides were ornamented on the leather side with crude outline sketches in red and yellow pigments; these highly colored pictures, also the work of the squaws, represented some event in the life of individual braves, or the history of the tribe.

Some of the light-leathered hides were used in making men's coats for service in the colder sections of the West and Northwest; owing to the low cost these coats were also popular with car drivers and truckmen as far East as Boston.

During the period of abundant buffalo life from twenty to thirty thousand hides were secured each year in Canada, mainly through the Hudson's Bay Company.

A few small herds remain in captivity; the largest, about 325 head, is on the Indian Reservation in Montana; a herd of about 150 near Fort Pierre, South Dakota; about 50 in a privately owned park at Cardigan, Minnesota; Yellowstone Park about 75; Goodnight ranch, Texas, about 52; and smaller numbers at Denver and New York. There is a herd of wild buffalo near Great Slave Lake, and a few in captivity at Winnipeg, Canada.

### BEARS

Superior robes and rugs are made of bear skins, including the black, white, brown and grey specimens.

The black bear, a native of North America, has very glossy hair and a good coat of soft under fur; during the first year, or "cub" period, the fur of this species of bear is gray, and does not take on the clear black hue until the animal is nearly two years old; the black bear sheds its coat twice a year, and for all commercial purposes the fur is in its best condition early in the winter, or before the bear has slept in it for four months, more or less. As the black bear is hunted all the time for its pelt, fat, flesh and the bounty paid in some States and counties it will soon become extinct.

The cinnamon bear found in Alaska is of great size, and its skin makes a rug suitable only for the exceptionally large rooms in castles and modern mansions; the government protects the animal by wise laws, but it is too big to long survive the destruction wrought in open seasons.

The Polar bear, which is fairly well distributed over the Arctic regions, is also of extreme size; specimens captured have measured nearly fourteen feet in length.

by five feet in height, and weighing two thousand pounds. The Polar bear has a dense coat of very long silvery or pale yellow upper, or "water-hairs," six inches or more in length, and a good growth of fur on all parts of the body, including the soles of the feet; extra large pelts with the skin of the head and feet in perfect condition for mounting, bring extreme prices—the annual collection is small.

The grizzly bear of North America, is another giant, attaining a length of more than eight feet, and a height of four feet, and weighing up to one thousand pounds; the long, rather harsh fur is a dingy brown sprinkled with white, producing a grizzled effect; the cub is brown only; collection small, about three hundred, and declining. The grizzly is occasionally seen east of the Rocky Mountains, but is more generally met west of that range, and as far as the Pacific coast.

Brown bears are found in the mountains and heavy timber lands of Europe and Asia; their fur is usually of medium quality, and is used in making heavy coats. The Syrian bear, varying from dingy white to brownish-grey, according to the age of the individual, has a smooth soft fur; collection is small, and all used abroad.

Bear skins are not exclusively used as robes and rugs, but are freely employed in making coats, collars, borders for garments, and headwear.

Many of the soldiers of ancient Rome when going into battle wore pieces of bear skin over their helmets to give the wearers a ferocious appearance; the custom, less the ferocity aspect, remains, members of "crack" English regiments and the "Old Guard" of New York, when not in battle, wear large and lofty hats, called

shakos, made of black bear skin. In recent years shakos have been made of black dyed hare skins, in imitation of bear; the hare fur is lighter in weight, cooler and much cheaper—and nearly as imposing.

### WOLVES

Man and wolf have been at war from the beginning and though the battle has never ceased, the wolf which has all the while been limited to original methods and facilities for attack and defense, has continued to exist in considerable numbers and many places, particularly Asia, Northern Europe, Western and Northwestern sections of North America. Edgar, who became King of England in 958, compelled the people of Wales to pay an annual tribute of three hundred wolf heads, instead of money; and during his reign criminals condemned to death were pardoned if they were able to prove that they had benefitted the community by having killed a stipulated number of wolves.

Other Kings, and English, French, Spanish and Russian nobles have repeatedly sought to hasten the extermination of the wolf by offering bounties for its destruction.

The wolf, in spite of all persecution, continued to exist in rather large numbers in Scotland until the middle of the seventeenth century, and other sections of Great Britain to a much later date.

The fur of the wolf is grey sprinkled with black, being darkest or nearly black on the back, brownish-grey on the sides and nearly white on the under portions of the body; the tail is bushy. In southern sections of the United States the species of wolf most abundant



COYOTE

is deep black or brownish-black; other black wolves are found in the Arctic regions. The large timber wolf is much lighter in color, and in many instances the white fur predominates, and is long and glossy.

The prairie wolf, or coyote, abounds on the prairies west of the Mississippi River, has a yellowish-grey coat rather handsomely marked with irregularly distributed dashes of black hairs. Northern skins are best furred, most durable and of greatest value.

Wolf skins make exceptionally handsome robes and desirable rugs, and owing to the increased demand for furs in recent years have been more largely used in making ladies' fur neckwear and muffs, for which purposes they are dyed either black, blue, taupe or brown.

Skins of the Esquimaux wolf dog, which closely resembles the wolf, are used to some extent in robe manufacture. Robes are lined with pluses, cassimeres, felts and woolen fabrics. Rugs are usually finished with mounted heads.

Mounted lion skins make handsome rugs.

## Goats

The angora is the handsomest and most valuable member of the goat family; its long, silky, snow-white fleece is extensively used in England in the manufacture of delicate fabrics and costly shawls, and in the United States in the production of pluses in imitations of some of the most popular furs.

Trimmings, baby carriage robes of exceptional beauty, rugs and mats are made of Angora skins procured in Spain, France, the western part of the United States, and Angora, a small district of Asia Minor.

Some very fine robes, rugs and articles of Indian clothing are made of Rocky Mountain goat skins; the hair and wool of this wild goat are long, soft and generally white, though it varies somewhat in color with the change of the seasons. Very large supplies of goat skins, suitable for robes, rugs, coats and smaller articles, are regularly collected in Asia, Africa and parts of Europe; skins secured at Cape Town, and in eastern and western provinces of Africa, are of good size, best sorts weighing from fifty-six to sixty pounds per dozen; they are sold by weight at the London sales.

The skin of the Chinese goat, considered as a robe and rug pelt, greatly surpasses the others, both in point of utility and number, for consumption in the United States; while these Chinese goat skins are nearly uniform in size they differ much in color, some being so dark as to be classed as black, others are fine bluish-grey, clear white, grey marked with patches of black or brown, or a reddish tinge on parts of the pelt. A number of selected skins are regularly dyed black by silk dyers at

Lyons, France; the color produced by the silk dye is deep and lustrous; commoner grades are dyed black in the United States for robe and rug manufacture. Natural skins, robes, plates and rugs are sold in London at the principal and minor sales in four assortments—black, grey, white and mixed colors.

Chinese workmen assort the skins according to color, dress or tan them, and make them up into "plates"—a plate is composed of carefully matched whole skins and pieces, and measures five feet and six inches in length by about three feet in width; one plate suffices for a floor rug, two plates sewed together lengthwise make a sleigh or carriage robe; single skins may be used as mats.

The first Chinese goat plates brought to New York readily sold for from twenty to thirty dollars each; a few years later the importation reached a total of sixty thousand plates and prices declined to three dollars. Chinese dog skins, which are superior to goats, are treated and handled in the same way, but the greater number are used in making men's coats. Goat skins are used in making coats, largely replacing high cost raccoon, coachmen's capes, trimmings, and fair imitations, in appearance, of black bear, African monkey, lynx, and other articles.

Fine rugs and coverings for couches are made of carefully dressed moose skins.

### Globe Stock

Fur seal, beaver and nutria skins, dressed with fur on, natural and plucked, are quite largely used in making

fine, warm gloves; these are usually expensive, and suitable for dressy wear; cheaper every day and working gloves are made of raccoon, dyed and natural hair seal, muskrat and Australian opossum skins; and in larger quantity of tanned deer, elk and antelope skins, soft leather skins for men's and ladies' wear are made of fine kid. Other gloves are made of parts of cow, horse, colt and pig skin, all of the latter being tanned in very soft finish and dyed in any primary or fancy color desired. Mule, sheep, rat, horse, goat and similar skins are split, tanned very soft, and made up the same as kid.

Deer skins are obtained in quantity in Maine, several Western States, Mexico, Central and South America, and Europe. The moose, or properly elk, is the largest member of the deer tribe; it formerly abounded in Maine, Vermont, New Hampshire and along the Canadian rivers emptying into the Bay of Fundy; but is now found only in small numbers in Maine, Oregon, Washington, the extreme northern border of the United States, in Canada south of the St. Lawrence River, and as far north as Hudson's Bay; soft, durable gloves are made of properly tanned moose hide; the head, mounted as a trophy, is worth many times the price of the entire skin.

The Wapiti, better known as American stag, red elk, or gray elk, is now most numerous in its winter territory in the vicinity of Hudson's Bay; the Indians dress the skins very finely, using the brains and fat, rendering the pelt soft and pliant under all conditions of wet and dry weather.

Antelope, obtained in western sections of the United States, constitutes a very light-weight stock suitable only

for moderately heavy gloves; antelope is dressed by both Indians and white men, the former producing the better finished and dearer goods; dressed with hair on antelope skins weigh from two to three and one-half pounds, and tanned, as leather, from eight to sixteen ounces each.

Virginia deer as tanned and smoked by Indians, are soft and flexible and not readily injured by moisture.

Buckskin, tanned deer, is strong and serviceable for making workingmen's gloves, and is often sold as "genuine" chamois.

Reindeer skins, obtained in northern portions of Europe, Asia and North America, provide excellent stock for the manufacture of strong winter gloves.

Caribou, or American reindeer, is a particularly good article.

Rocky Mountain goat skins, which are excellently prepared for glovers' uses by Indian dressers, constitute good stock.

Buffalo hides, too lightly furred to be used as robes, were tanned for the manufacture of gloves, but the leather was too porous to be considered valuable.

Prairie dog skins, dressed as fur or leather, make excellent short and gauntletted gloves.

The prairie dog, a species of marmot, abounds in the level lands along the Missouri River and near the River Platte in Nebraska; it is about sixteen inches in length, with a coat of reddish-brown and grey hairs and light fur; it makes its home in burrows, and where large colonies exist the entire field is undermined; recently efforts have been made to exterminate the animal with poison.

## Royal Furs

Sundry peltries, notably the beautiful furry coats of ermine, sable and black fox, merit the distinction of being designated as royal furs, because of their extensive employment for centuries in the manufacture of state and coronation robes of kings and queens and autocrats of every name. The furs enumerated, and additionally sea otter, blue fox and other fine peltries are quite generally worn by royalty upon other than court occasions of great national interest, some or all of them being conspicuously present in their every day attire throughout the winter season. Kings and queens of England and France have from "time immemorial" worn trailing robes lined with choicest sables and ermines, hundreds of skins worth a "king's ransom" in a single garment, the total outlay being possible only to the possessors of royal incomes. Owing to the unprecedentedly large number of persons officiating, and participating by virtue of rank and official position, an extraordinary number of ermine skins was required in the coronation ceremonies of the present king and queen of England; as the existing supply in the market was inadequate to meet the demand, trappers in Russia and Siberia devoted the preceding winter largely to ermine trapping to procure new and sufficient supplies; this marked activity in ermine trapping extended to the United States where trappers were offered advanced prices for white weasel—an animal of the same family as the ermine, but inferior in size and fur—with the result that many thousands were caught, not for coronation robes in England, but for a multitude of uncrowned

queens and princesses in America who, though not in "kings' houses" delight to "wear soft clothing" made popular and costly by royal approval.

Queen Elizabeth of England wore a full depth garment of crown sables presented to her by the Czar of Russia, who enjoyed a monopoly of the darkest and choicest sables annually collected in his empire.

Ermine, though at all times past and present the ceremonial fur of royalty, is not so exclusively favored as formerly, other fine pelts being used.

The fur of the Siberian squirrel, which is a handsome grey, briefly enjoyed a royal reign in France where it was first introduced by Napoleon I on his return to Paris from Thuringia early in the nineteenth century, on which occasion he presented Empress Josephine with a sufficient number of squirrel skins to make a superb garment. A royal robe, one of many belonging to the Czar of Russia, was shown at the London Exposition in 1851; it was composed wholly of selected pieces of fur taken from the neck of the blue fox, which is the softest and finest part of the pelt; the garment was extremely beautiful and nearly as light as down, and was appraised at £ 3,400 sterling.

Sea otter has been popular for many years with the rulers of Russia and China.

The Queen of Holland shows a marked preference for marten fur in the darker shades, which is near-sable in every particular except price.

The Empress of Austria wears astrakhan whether it is in fashion or neglected.

The Queen of Spain prefers beaver fur.

The late Empress of China had sable, sea otter, fox

and other furs in practically unlimited quantity, and adapted to all her moods.

Many of the crowns of historic times have been lined with ermine and bordered with sable.

Furs have not been continuously popular with royalty only, but have been worn with a pronounced sense of pride and comfort by dukes, earls, counts, mandarins and nobles of every degree, judges and officials in all lands; and the custom will continue until all distinctions merge in enthroned humanity.

### Furs in Heraldry

Furs have an important place in heraldry, a matter of profound interest to those concerned in the descent of man, particularly their own, but who are indifferent regarding the ascent of any one, the possession of a coat of arms constituting an "outward and visible sign" of the occupancy of a square foot of space at the top—to which they have, paradoxically, descended.

The shield, which is the chief object upon which the emblems or charges of heraldry are shown, is characterized by what are termed tinctures, which consists of metals, colors and furs; the surface of the shield is called the field.

Ermie of four varieties, squirrel and sable are the furs used; their correct titles are:

Ermie—A white field with black stripes, or tips of ermine tails, with a black hair diverging from either side of the stripe, and three small black spots arranged in the form of a triangle over each stripe.

Ermies—A sable field, with white stripes and spots.

Erminois—A golden field, with black spots and stripes.

Erminites—A white field, with black stripes and spots; it is similar to ermine in every particular, except that the hair or line diverging from either side of the stripe is red instead of black.

Vair—Is composed of bell-shaped pieces of bluish-grey and white squirrel fur, arranged on the field base against base. The squirrel producing this fur is bluish-grey on the back and white on the abdomen, and therefore called *varus*. Silver and blue are now substituted for fur.

Counter-Vair—This is distinguished from vair by having the bell-shaped figures on the field placed base against point, or the reverse of vair.

Potent—Another variety of vair, the difference being in the form of the figures.

Potent-Counter—A description of vair, the figures on the field being in the form of the letter T.

Purflew—A border of fur bell-shaped, similar to vair; when limited to a single row it is said to be *purflewed*; when two rows are used, it is *counter-purflewed*; and when three rows are employed, it is *vair*.

Mantling—This is the heraldic name of a mantle, somewhat larger than the shield behind which it is arranged. Mantlings for kings are of gold cloth, finished or lined with ermine fur; when intended for peers the mantlings are made of crimson velvet, lined with white fur marked with black bars, the number of bars varying according to the rank of the owner. Mantlings for commoners are lined with plain white fur.

Cap of Maintenance—This is the name of the Cap

of State borne before English sovereigns at their coronation; it is made of velvet and lined and bordered with ermine fur. Coronets of dukes, earls and other robes are similarly lined and bordered.

Fur-bearing animals most frequently represented in heraldry are the lion, stag, deer, bear, wolf, ounce, hind, cat, panther, squirrel and seal.

## Sacerdotal

Priests claiming to be servitors of the "one true God," and those who served Baal and sundry gods of the imagination, early noted the value of fur as a material for making or ornamenting sacerdotal robes for special occasions, exceptional ceremonies, spectacular if not spiritually inspiring, and shekel-securing incantations; and as primitive and diversely superstitious forms of divine service still abide, furs retain their early sacerdotal vogue.

In the period of the Exodus, the Hebrews while in the Wilderness of Zinn were required to build a tabernacle, and offerings for the purpose were brought to Moses by those who possessed the desired articles, namely, badger skins, ram skins dyed red, and goats' hair; the ram skins were used as a covering for the tabernacle, over which there was an outer covering made of the badger skins—the latter being impervious to moisture; the goats' hair was spun and made into curtains for the tent over the tabernacle, eleven curtains being made, each one forty-five feet long by six feet wide. When the "camp set forward," the people moved from one place to another, the "ark of testimony," the "table of shewbread," and all that pertained thereto,

were first protected with a cloth of scarlet and over that a covering of badger skins; the seven-branched "candle-stick, with its tongs, snuffers and oil vessels" were put in a bag of "covering of badger skins." The golden altar was first protected with a "cloth of blue," and over that "a covering of badger skins"; all the "instruments of ministry," and all vessels pertaining to the altar were similarly covered with badgers skins while the camp, people, was in motion.

Under the law of Moses, "the priest that offered any man's burnt offering" was permitted to retain "for himself the skin of the burnt offering." Two rams were slain and burnt as offerings in consecrating Aaron as high-priest, and his sons as assistants in the service of the first tabernacle; the ceremony consumed seven days.

Later, when the temple had been erected at Jerusalem, the goat was allowed to be presented in the temple as an offering for sin; this particular offering consisted of two goats, which were brought to the high-priest who cast lots upon them, "one lot for the Lord, and the other for the scape-goat"; the first was sacrificed by the high-priest, and the other was permitted to "go for a scape-goat into the wilderness."

The ram also served as a burnt, peace or trespass offering. The burnt offering of the prince on the Sabbath day, presented through the high-priest, consisted of six lambs and a ram without blemish.

John the Baptist wore "a girdle of skins about his loins."

The false prophets were stigmatized as those who "wear sheep's clothing, but inwardly they are ravening wolves"—the visible sacerdotal garment was the symbol

of gentleness, but it was worn merely to deceive. The Bishop of Rome, cardinals, and bishops of other sees, wear ermine upon occasions.

Aboriginal priests often wore furs, noticeable as grotesque rather than beautiful or seemly.

In the days when the bison abounded in the United States a pure white specimen was on rare occasions captured by an Indian hunter, and its skin, priceless to the captor, was devoted to religious uses.

## Fur Clothing

The selection of the skins of animals for the production of necessary clothing was undoubtedly made at a period when no other material was available; and the continued employment of skins for the purpose by the human inhabitants of Greenland, Iceland and the entire Arctic regions may be accepted as an instinctive adaptation of the material most perfectly suited to their needs and comfort, and the maintenance of life itself under the climatic conditions to which they are subject. A puzzle past solving is encountered in the endeavor to determine how the original inhabitant of those dreary wastes of ice and snow managed to live until he caught his first seal, reindeer or eider duck for the dual purposes of subsistence and clothing.

Natives of these extremely frigid latitudes, where the temperature remains continuously below zero for days and weeks, require fur garments which cover the entire person, for if any part of the body is even briefly exposed to the atmosphere it is instantly and often seriously frost-bitten; and thus attired in their homely home-made suits of common seal and reindeer skins they

appear, as seen from a distance, more like fur-bearing animals than human beings; but those who pause to wonder quickly realize the wisdom of the semi-savages as shown in the selection of attire adapted to environment rather than expressive of mere personal pride. Esquimaux clothing is composed of furs and skins, down and feathers, all the work being done by the wearers; the head of the family catches and skins the animals, and his better-half completes the task.

Esquimaux women dress the skins by chewing them until the leather becomes extremely soft; pelts thus prepared are impervious to cold and moisture, and absolutely wind-proof, qualities of the utmost importance in a treeless waste almost ceaselessly swept by icy gales.

Hair seal, reindeer, and such other fur skins as he procures from time to time, walrus hide, bird skins and eider down are the component materials of the winter and summer clothing of the Esquimaux; the principal garment, or "parkie," is of reindeer skin, is made moderately close fitting, reaches to or somewhat below the hips, is put on over the head and includes a hood sufficiently large to cover all parts of the head except the face.

Trousers are made of seal or reindeer skin, from three to five pieces being sewed together in such a manner that the several parts are separately noticeable at a considerable distance; parkie and trousers are worn fur-side out. Seal skin and walrus hide intended for trimming or special ornamentation, are denuded of hair and tanned white or a light shade of yellow.

Heavy boots and large mittens complete the visible portions of the costume. Beneath these outer garments the Esquimaux wears lighter and warmer ones made of

eider down, delicate fawn and bird skins, and specially prepared reindeer hides; these downy under garments are worn with the fur or feathers next to the person, and prove perfectly protective to all parts of the body during the severest winters.

Men and women are attired alike, with the occasional exception of some slight additional ornamentation in fur or feather upon parkie or trousers as an expression of innate feminine love of finery and effective color.

Reindeer skin is almost exclusively used in making clothing for the brief and not too intensely warm "summer time."

In his house composed wholly of ice and snow the Esquimau sleeps the sleep of the blessed lying *between* robes of Polar bear, seal, reindeer and fox skins. Furs were for many years reserved to kings and queens, after men became so inept as to invent such imperious luxuries; later ladies and nobles, probably as an act of royal diplomacy, were permitted to possess and wear furs compatible with their rank; and as time went on the privilege of wearing furs in autocratic realms was gradually extended to all titled persons—baronets, knights, squires, church dignitaries, jurists, public officials, the learned, self-exalted, and the mere possessor of money however acquired; and finally in the leveling sweep of democratic progress, everybody having "the price" from costliest sea otter down the scale to cheapest coney—and a little lower still the modest figure demanded by second-hand emporiums specializing in furs and filmy fabrics.

Furs are today more extendedly popular than in any past period, and are almost universally worn, except

in tropical climates, because of their attractiveness, the comfort afforded the wearers, and more largely on account of the commanding favor of fashion—only the exceptionally wise dare to contravene the decrees of fashion. The humble pioneer blazing the way beyond inhabited borders for a succeeding civilization in which he scarcely hopes to participate; the courageous hunter seeking game and fur in trackless forests, desolate plains and snow-capped mountains, in order that nabbobs and ladies fair may be gloriously attired; the venturesome explorer striving to master the mystery hedging unknown regions, from pole to pole, in the service of humanity; the fearless prospector delving for gold in lands where ice is ever present and Boreas holds triumphant sway the greater part of the year; the sturdy woodsman toiling midst snow and ice in northern forests felling mighty trees to meet the needs of dwellers in cities, towns and humble homes—all these and many more have found great coats, caps, mitts and sleeping bags of fur almost as essential as food in their battles of endurance with the elements.

Everyone, whether dwelling in a mansion or a hut, reveling in ease and luxury, or ceaselessly toiling for mere existence; the millionaire and the man and the maid of moderate means, appear serenely happy in the possession of furs, common or costly, or the little fur fancy favors.

Everywhere, and for everyone able to buy or borrow, from king to peasant, princely merchant to pushcart proprietor in the American metropolis, fur possesses an irresistible fascination; even the most efficient valuer of miscellaneous merchandise from wearables of sim-

plest structure to gems of highest rating, whose loan-some vocation is pursued under the sign of three golden spheres, takes an extraordinary interest in furs, investing again and again in a sense of greater security than is ever enjoyed by the exclusive fur merchant, or most enthusiastic connoisseur.

### FURS AND PELTRIES

Trade terms may to many seem rather peculiar, but the words used in designating the furry, hairy or woolly coats of animals in the marketable state, are clearly comprehensible even to minds untutored in trade technicalities. Skins of all fur-bearing animals may be properly designated as furs or peltries; *furs*, is applied only to the skins of such creatures as are strictly fur-bearers; some persons use the singular, designating a single skin as "a fur"; other forms used by common consent, are; Sheep pelt, but always lamb skin; goat skins and kid skins; ox and cow hides, but invariably calf skins; buffalo hides, deer skins, and horse hides, but always colt or pony skins.



## Open and Cased

In skinning fur-bearing animals the skin is cut from the root of the tail down the center of the abdomen to the under jaw, and is then carefully removed from the carcass and spread out flat, in which form it is stretched upon boards of the proper dimensions and nailed in place, fur side against the board, the small nails used for the purpose being driven through the pelt around its entire edge. Some less particular trappers, especially beginners and those who too cautiously count the cost, nail their skins to barn doors, sides of houses, or any place that "will do." Skins handled in this way, stretched flat on boards or buildings, are known in the trade as "open," and are so quoted in price lists. Skins are also removed from the bodies of the dead animals by first cutting across, from the root of the tail, right and left to each hind foot, and then drawing the skin downward and entirely off the carcass; skins thus removed from the animal are said to be cased. These cased skins, in order that they may be properly dried in the natural size, are drawn over bent or bowed hickory withes, or upon boards specially shaped for the purpose and varying in size according to the known proportion of the skins to be stretched, ranging from a tiny quarter-shingle for a weasel, to a six-foot modeled board for a sea otter pelt.

All skins may be taken off the animal open or cased, but some furs work up in manufacturing better in one way than the other.

Skins that *should* be stretched "open" are: Beaver, seals, nutria and chinchilla; all others should be cased.

## Marks

Raw, dressed and dyed skins are frequently impressed with various marks, initials or abbreviations to indicate source of origin, or name of dresser, dyer, owner or manufacturer; these marks often serve the important need of positive identification of the goods when the place of manufacture is in doubt, and in cases of robbery, furs being regarded by professional and amateur burglars and sneak thieves as specially attractive articles of loot.

Dealers, dressers, dyers and manufacturers of leading rank impress their private marks upon the leather side of the pelt; raw skins are similarly stamped or merely designated by letters which are universally recognized as abbreviations of the locations in which they were procured, as, A., for Alaska; L. M., for Lake Michigan; or the familiar abbreviations of the States.

Very fresh skins are designated "green" or "green-pelted," to distinguish them from those that have been dried; fur seal skins are stamped with initials showing place of origin, Alaska, Copper Island, and other places; and also to indicate size and condition; all fur seal skins are sold at public sale under these marks or grades enabling buyers to know in advance the exact character of each skin. The Hudson's Bay Company employs numerous exclusive marks indicating section of production, including:

Canada—The older section of Canada.

N. W.—Northwestern section.

Y. F.—Yorkfort on Hudson's Bay at the mouth of Nelson River.

E. M.—East Main, east of Hudson's Bay in Labrador.

E. B.—Esquimau Bay, on the north shore of the St. Lawrence River in the Company's old trading district known as the Montreal Department.

M. K. R.—Mackenzie River in the northwest, extending from the Rocky Mountains to the Arctic Ocean.

G. R.—Grand River, Province of Quebec.

M. R.—Moose River in the northwest, southwest of Hudson's Bay.

B. and M.—Bersimis and Mingan, posts in Canada north of the Gulf of St. Lawrence.

F. G.—Fort Garry, in the Province of Manitoba, at the juncture of the Assiniboine and Red Rivers, about forty miles south of Winnipeg.

L. W. R.—Little Whale River in Labrador emptying into Hudson's Bay.

G. W. R.—Great Whale River.

Y. T.—Yukon Territory.

## FUR AND HAIR

Fur, as a term in common use, needs to be defined, as in the natural state the coats of animals generally designated as fur-bearers consist of a combination of fur and hair, and in many species hair exclusively.

Fur is remarkably soft, much shorter than the hair on the same pelt, and more profuse, covering the skin so completely that no space may be found for the addition of even a few spears; fur is notched near the tip somewhat like a spear-point, and owing to this peculiarity in structure may be readily wrought into a firmly cohering mass, known as felt. In color fur shows a very limited

range in variation, embracing bluish and greyish tints, brown and yellow shades, and untinged black and white.

Hair is round, smooth, hollow or tubular, hard and even harsh, and though fairly pliant is noticeably brittle, particularly when extremely dry. Hair, as compared with fur, is the more deeply rooted in the skin, and of greater length, but varies considerably in this respect, ranging from one-half inch, approximately, on some small canines, to from four to nine inches upon certain goats, the black monkey and polar bear; while fur is the more abundant product, it is outclassed by hair in color variation. Coats of fur-bearers admired on account of the beauty, luster and color of the hair, are made up natural, and include the sable, marten, sea otter, mink, ermine, chinchilla, and some of the foxes.

Other pelts, valued solely because of the pleasing appearance and luxurious character of the soft, dense fur from which the long hairs have been removed, are wrought into forms for service either in natural hues, or colors imparted by art.

### Misnamed Furs

Sundry manufactured furs are misnamed for various reasons, conscienceless retailers being the principal offenders; there is no justification for the custom even when the particular act constitutes nothing worse than a mild deception, for while it is true that "a rose by any other name would smell as sweet," it is also true that coney fur foisted upon the unsuspecting under any other name, wears neither better nor worse than coney.

Furs that are misnamed are always inferior to the articles under whose titles they masquerade—a high

grade fur is never offered under the name of a common or low cost peltry.

Misnaming is done to increase sales, secure larger profits than could be obtained in selling the fur under correct representation, to gain the reputation of dealing in goods of better quality than are actually handled, and definitely as an effective bait for catching gudgeons—snobs for whom nothing ready-made is good enough, and who proudly “give up” an excess of twenty per cent over value for a garment “to order,” and unwittingly receive a drummer’s sample slightly changed to fit; and others who are eager to emulate the over-dressed, and who would consider themselves grossly underrated if the tradesman offered them a coat of rabbit fur for fifty dollars, but who quite cheerfully surrender one hundred and twenty-five dollars for the same garment when represented as French sable.

England has enacted a drastic law against this form of deception, and it is effectively enforced through the Fur Trades’ Section of the Chamber of Commerce. In some parts of the United States governing the misnaming of articles offered for sale are upon the statute books, and a few convictions have been secured—there should be many.

Furs most generally misnamed are:

American sable, sold as Russian sable.

Fitch dyed, sold as sable.

Goat dyed, sold as bear or monkey.

Hare dyed, sold as fox, lynx or sable.

Kid, sold as lamb or broadtail.

Marmot, blended, sold as mink or sable.

Mink, blended, sold as sable, and unhaired and dyed, sold as seal.

Muskrat, unhaired and dyed, sold as mink, electric seal, Hudson seal, Red River seal, and many other kinds of seal, none of which exist.

Muskrat, sheared, sold as mole.

Nutria, unhaired and dyed, sold as beaver, seal, electric seal and Hudson seal.

Otter, unhaired and dyed, sold as real fur seal, and electric seal.

Raccoon, dyed, sold as lynx.

Rabbit, dyed, sold as sable or French sable; unhaired and dyed, sold as electric seal, and sundry other seals not found on land or sea.

White rabbit, sold as ermine, and dyed, represented as chinchilla—rabbit, twenty-five cents, real chinchilla ten dollars per skin.

Hares, foxes and other dyed skins pointed with white hairs, sold as natural furs.

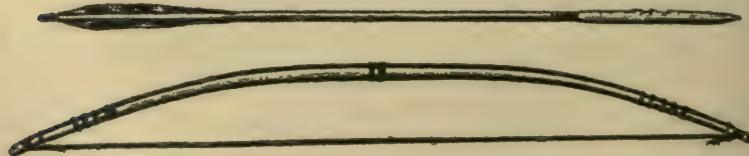
Dyed skins of many kinds, sold as natural.

Wild cat, sold as genet.

Opossum, blended, sold as stone marten.

Muskrat, natural and blended, sold as water mink, or brook mink.

The need of a pure fur law, with penalty to fit, is manifest.



## War

The often reiterated assertion that "history repeats itself" may be trite, but records of great events prove it true, definitely so in war's effects upon the fur trade. In the earlier wars the common people were despoiled of their necessary and highly prized fur skins to their great personal discomfort, the victors confiscating the goods to their own uses, or retaining them as trophies.

The war of 1812 between the United States and Great Britain completely destroyed the essential and profitable export trade in American raw furs conducted by individual exporters, and on a large scale by the American Fur Company, London being the world's center of receipt and distribution. This loss of the most important part of its business ended the ambitious career of the American Fur Company; and though subsequent to the cessation of hostilities English traders were prohibited from engaging in the fur business within the borders of the United States, the company did not resume.

During the war London remained open as an active market for the receipt of skins and the operations of buyers from all countries except the United States.

The war also adversely affected the business of American fur merchants in the home market, as under normal conditions collections of skins regularly exceeded domestic consumption, and the reduced demand, consequent upon the loss of the export trade, caused an immediate and pronounced decline in values rendering trapping unremunerative.

The war of the Rebellion, 1860-65, materially interfered with the foreign and domestic trade in raw furs; the catch was greatly reduced, as thousands of men who formerly trapped and hunted were on the firing lines, and amateurs who took their places on the trap-line depended upon luck rather than skill—and luck in any enterprise does not definitely differ from a hopeful enumeration of little chicks prior to placing the eggs in the incubator. In consequence of the small catch fine Eastern and Northern mink considerably advanced in price; the war beginning in 1914 produced the contrary effect, lower values, owing to the great decrease in the number of consumers abroad, and inability of the home market to absorb a normal collection.

The boxer war in China like the conflicts in the early centuries, resulted in many personal losses of valuable furs to the vanquished, chiefly non-combatants, due to looting by the Allies.

The latest, greatest and most barbarous war of all time, beginning in the summer of 1914, duplicated, but with far greater loss, the record of the earlier and less strenuous conflicts; the exportation of furs immediately ceased, London public sales were abandoned, and nearly all foreign markets were closed to American shippers; all of the countries engaged in the unreasonable and inexcusable slaughter were important consumers of American furs, and the almost instant loss of so large a percentage of the trade paralyzed the fur business in the United States; prices of skins declined sharply; merchants who believed they were well informed as to the consuming power of the home market augmented the depression by limiting their purchases to comparatively

small lots at low figures. Many of the most experienced and successful trappers refrained from operating, being unwilling to accept prices quoted at the opening of the trapping season of 1914-15. As the war, at first assumed to be a matter of a few weeks, still raged on the near approach of winter, wolf and other heavy and strong skins suitable for military purposes were purchased for the armies at fair prices, and in quantity, affording some relief to the trade; but the trapping season as a whole was a dismal disappointment to all concerned.



COUGAR, PUMA, PANTHER, MOUNTAIN LION—  
KNOWN BY ALL THESE NAMES

As the year 1915 advanced, though the frightful war continued, conditions materially improved; a sudden and quite general demand sprang up in America for furs, chiefly neckpieces composed of single skins, to be worn during the "good old summer-time"; this unexpected outlet resulted in the consumption of a large number of fine, medium and common peltries at better prices than had prevailed in the immediately preceding winter. Values continued to increase as the months passed, and the raw fur collection season of 1915-16 opened with a strong competitive demand for skins of all kinds, and the season proved to be one of the best, all round, in several years.

The American export trade in furs, which was nearly destroyed by the European war, recovered somewhat in 1916, reaching a total valuation of approximately eight million dollars during the fiscal year ending June 30, 1916.

In February, 1917, England placed an embargo on the importation of furs, and exports to London ceased.

In 1916 Russia prohibited the export of all furs; on February 1 the regulation was changed to permit the exportation of black and blue fox, marten, ermine, fitch and otter skins without restrictions, and the export of other furs upon application filed with the Bureau of Foreign and Domestic Commerce at New York. Sable, lamb, sheep and goat skins were excepted, and were not permitted to be exported.

France prohibited, from January 18, 1917, the exportation of furs of all kinds, except to the United States and allied nations.

## Prices

Prices of raw furs fluctuate so greatly, not merely in the course of a year, but in instance within a few days, that dependable figures cannot be given for any period other than the particular date of quotation.

Prices of dressed and dyed skins vary according to quality, and as there is no fixed standard governing any one article, fox, for instance, prices at retail differ somewhat on furs of the same grade—each merchant determines his own selling price within certain limits.

### COMPARATIVE VALUES

While exact prices of fur skins may not be given, as already stated, comparative values of United States furs in the raw state may be shown to the reasonable satisfaction of those interested. Peltries vary in intrinsic value according to the section in which they are procured, those secured farthest north being most richly furred and best in detail, and extreme southern skins lowest in points considered in determining value. Skins secured in adjacent States may be definitely dissimilar, or practically identical in quality; but a Texas mink or muskrat is pronounced inferior to one born and bred in New York or New Jersey.

We reproduce here from "Fur News," a valued monthly publication devoted to the raw fur trade, actual quotations, that is prices offered and paid by merchants in the trade at large; the quotations, which are those given for January, 1917, show the variation in prices of

raw furs at that time according to geographical differences in source of origin:

#### BEAR

Black, Northern . . . . .	20.00	12.00	8.00	8.00	2.00	.50
Black, Central. . . . .	12.00	8.00	5.00	5.00	1.50	.50
Black, Southern and S. W. . . . .	10.00	7.00	4.00	4.00	1.00	.25
Grizzly and Polar, according to size and quality.						

#### BEAVER

##### Far Western States and Eastern

Canada . . . . .	8.00	6.00	3.00	3.00	1.00	.50
Cent. and S. W. U. S. . . . .	6.00	4.00	2.00	2.00	.75	.40

#### CAT, WILD

Northern and N. W. . . . .	4.00	3.00	2.00	2.00	.75	.25
Southern and S. W. . . . .	1.50	1.00	.50	.50	.25	.10

#### FOX, GREY

Central and Northern U. S. . . . .	2.00	1.25	.85	.85	.45	.15
Southern and S. W. U. S. . . . .	1.50	1.00	.50	.50	.25	.10

#### FOX, RED

Alaska, Northern and West Can. . . . .	14.00	10.00	7.00	7.00	2.50	.50
Newfoundland and Labrador . . . . .	12.00	9.00	6.00	6.00	2.00	.50
Minn., Wis., Daks. and No. Mich. . . . .	10.00	7.50	5.00	5.00	1.50	.50
E. Can., Mich., N. Y. and N. E. . . . .						
States . . . . .	9.00	7.00	4.50	4.50	1.50	.35
Pa., N. J., Ohio, Ind. and Ill. . . . .	7.00	5.50	3.50	3.50	1.00	.35
All Central and Southern States . . . . .	5.00	3.50	2.50	2.50	.75	.25

#### FOX, SILVER

Dark . . . . .						200.00 @ 1000.00
Pale . . . . .						100.00 @ 300.00

#### LYNX

N. W. Canada and Alaska . . . . .	12.00	8.00	5.00	5.00	2.50	.50
Eastern Canada and Northern U. S. . . . .	10.00	6.00	4.00	4.00	2.00	.50

#### MARTEN

Alaska, Labrador and N. W., Dark . . . . .	25.00	15.00	10.00	8.00	3.00	1.00
Alaska and N. W., Pale . . . . .	6.00	4.00	2.50	2.00	1.00	.50
Eastern Can. and U. S., Dark..	12.00	8.00	5.00	4.00	2.00	.75
Eastern Can. and U. S., Pale..	3.00	2.00	1.00	1.00	.50	.25

## FISHER

	Dark	Brown	Pale		
E. U. S. and N. Canada.....	25.00	30.00	10.00	15.00	6.00 9.00
Pacific Coast.....	15.00	20.00	5.00	10.00	3.00 5.00

## MUSKRAT

	Large	Small		
	Spring	Winter	Fall	Kitts
N. Y., Pa., N. J., New England and East Canada.....	.48	.38	.20	.05
Mich., So. Wis., Ohio, Ind., Ill. and W. Va.....	.48	.38	.20	.05
Cent. and S. Ohio, Ind., Ills., W. Va., Ky.....	.42	.32	.18	.05
Cent. and So. Pa., N. J., Del. and Md.....	.42	.32	.18	.05
Va., Carolinas, Tenn.....	.40	.30	.15	.04
Mo., Ark., Kans. and Pacific Coast .....	.38	.28	.15	.04
Wis., Minn., Iowa, Neb.....	.40	.30	.15	.04
Black .....	.55	.45	.20	.08

## MINK

	Large	Med.	Small		
	—No. 1—	—No. 2	No. 3	No. 4	
East Can., New Eng. and No. N. Y.....	5.00	3.50	2.50	2.50	.75 .25
N. Y., No. Pa. and No. N. J....	4.50	3.25	2.25	2.25	.60 .25
Minn., No. Wis. and No. Mich.	4.50	3.25	2.25	2.25	.60 .25
Wis., No. Iowa and Dakotas...	3.50	2.50	1.75	1.75	.60 .20
Mich., No. O., No. Ind., No. Ill.	3.25	2.25	1.50	1.50	.60 .20
So. Pa., So. N. J., Del., Md. and W. Va.....	3.25	2.25	1.50	1.50	.60 .20
Va. and No. Car.....	3.00	2.00	1.50	1.50	.40 .20
B. C. and Alaska Coast.....	3.00	2.00	1.50	1.50	.40 .20
So. O., So. Ind., Ill. and Ky....	2.75	1.75	1.35	1.35	.40 .20
So. Iowa, Neb., Kans. and No. Mo. ....	2.75	1.75	1.35	1.35	.40 .20
Pacific Coast and Rocky Mt. States .....	2.75	1.75	1.35	1.35	.40 .20
So. Car., Tenn., Miss., Ala. and Ga. ....	2.50	1.65	1.25	1.25	.40 .20
So. Mo., Ark., Okla., Tex., La. and Fla.....	2.25	1.60	1.10	1.10	.35 .15

OTTER	Large Med. Small						
	No. 1		No. 2	No. 3	No. 4		
Eastern U. S. and Canada.....	12.00	8.00	5.00	5.00	2.50	1.00	
Northwestern and Pacific Coast	10.00	7.00	4.00	4.00	2.00	1.00	
Western and Southwestern.....	10.00	7.00	4.00	4.00	2.00	1.00	
Virginia and No. Car.....	10.00	7.00	4.00	4.00	2.00	1.00	
Ga., Fla., Ala., La. and S. Car..	7.00	5.00	3.00	3.00	1.50	.75	
RACCOON							
Minn., Wis., Daks.....	4.00	3.00	2.00	2.25	.50	.15	
N. Y., New England, Can. and Mich.	3.25	2.25	1.25	1.50	.35	.15	
Pa., N. J., No. Ohio, Ind. and Ills.	3.00	2.00	1.00	1.25	.30	.10	
Iowa, Kans., Nebr. and No. Mo.	3.00	2.00	1.00	1.25	.30	.10	
So. Ohio, Ind., Ill., W. Va.....	2.25	1.25	.75	1.00	.25	.10	
Ky., Tenn., Virginia, No. and So. Car. and N. Ga.....	2.00	1.15	.60	.75	.25	.10	
So. Ga., Fla., Ala., Miss., Tex. and La.....	1.50	1.00	.50	.60	.20	.10	
Extra Dark Colors.....	3.00 @ 6.00						
SKUNK							
N. Y., Pa., New Eng. and Can..			No. 1	No. 2	No. 3	No. 4	
			4.00	2.75	1.50	.75	
N. J., No. Ohio, Mich., No. Ind. and Ills.....			4.00	2.75	1.50	.75	
Kans., Neb., No. Mo.....			3.75	2.50	1.25	.65	
Cent. O., Ind., Ills., W. Va. and Md.			3.75	2.50	1.25	.65	
So. Ohio, Ind., Ills. and So. Mo.			3.25	2.25	1.15	.60	
Ky., Tenn., Ark., Va. and N. C.			3.00	2.00	1.00	.50	
Ga., Fla., Ala. and other South- ern States.....			2.50	1.50	.75	.40	
Large Western, Long Narrow Stripe, prime.....			2.00 @ 3.00				
WOLF, TIMBER							
Northern, cased.....	7.00	5.00	3.75	3.75	1.00	.25	
Western, cased.....	4.00	3.00	2.00	2.00	.75	.25	
WOLF, PRAIRIE							
Canada .....	7.00	5.00	3.00	3.00	1.00	.25	
N. Rocky Mts. and N. Prairie States .....	5.00	3.50	2.25	2.25	.75	.25	
Cent. Rocky Mt. and Ct. Prairie States .....	4.00	3.00	2.00	2.00	.60	.25	
Southwestern .....	2.00	1.25	.75	.75	.35	.15	

## Brushes

The natural "brushes," or bushy tails of several species of fur-bearing animals constitute special articles of varied utility and value in the fur trade, other manufacturing industries, and highly prized trophies when secured by sportsmen who prefer to follow a live fox rather than an anise scented drag.

Tails are put up and sold in bundles of forty, called a "timber."

Mink tails deservedly rank as exceptionally handsome when properly prepared for the manufacture of costly collars and borders; when intended for either purpose, the tails are split open along the center of the under side, spread flat—twice the natural width—and then sewed together lengthwise of the tails to the requisite number to make either specified article of apparel; the strips thus produced vary from five to eight inches in width; one width serves as a border, two widths for a superb collar; whole tails are used to finish ends of boas, edges of capes, trimmings for hats, and in other ways.

Fisher tails, which are black and glossy, are used the same as mink, with excellent effect.

The fur of the stoat, commonly known as ermine, is snowy white except at the tips of the tail, which is a deep black; the plain, flat white fur is rendered attractive and popular by inserting in it the black tips of the tails at regular intervals.

Sable tails are made up similar to mink tails, but are usually very expensive. Squirrel tails are used split and uncut, and the perfectly matched dark and light shades of grey are effective as borders and for embellishing lin-

ings; entire boas are occasionally made of whole or split squirrel tails.

Fox, wolf, wild cat, wolverine and raccoon tails, which are long, bushy and varied in color, are frequently used in finishing boas, scarfs, muffs, and ornamenting fine sleigh and carriage robes; for the latter purpose the tails are associated with skins of the same or other animals, producing harmonizing or contrasting color effects as desired.

Raccoon tails are worn to some extent by hunters and trappers attached to and pendant from their fur caps; it is a dangerous fad, however, as the wearers risk being shot in mistake for the animal whose caudal appendage is so proudly flaunted—the error while not pointing a moral would constitute a different finis.

Grey fox, wolf and raccoon tails attached to handles of suitable length make good dusters. In the good old times grey or red fox tails, tied to short rods, were used by conscientious deacons to waken drowsy churchmen.

Glossy hairs taken from the tails of the mink and sable are used to a moderate extent in the manufacture of artificial flies for luring trout and salmon from their watery retreats.

The bushy tails of many fur-bearers are chiefly useful and valuable for the manufacture of artists' brushes in all grades.

These hairs, preliminary to brush making, pass through several operations; they are first clipped from the skin, and then, consecutively, assorted according to size, color and part of tail from which they are cut, those taken from the tip of the tail constituting a special as-

sortment; the hairs, which are naturally curved, are then straightened, after which they are cleansed to remove oil and dust, and are again assorted according to length and individual fineness; these are ready for making up natural, but a considerable part of the collection has to be dyed to secure uniformity of color.

Hairs from the tails of the common grey squirrel are used in immense quantities in the manufacture of low and medium grade brushes for water color painting; these brushes are sold and popularly known as camel's hair, a deception in name only, as the hair of the camel is not adapted to the manufacture of brushes of any kind. Hairs from the tip of the squirrel's tail make good gilding brushes. Squirrel tails are usually cheap, one to two cents each, and from five to eight million tails are annually collected in Russia and Siberia, which are the countries of dependable supply.

Artists' wash brushes and blenders in flat and round shapes, and in various sizes; extra large brushes required by pianoforte makers; very soft shaving brushes; and smaller brushes for sundry purposes, are made from the long hairs taken from the tail and parts of the pelt of the badger; the hairs of this animal are greyish black, white, and tipped with black.

Hairs from the tails of the Russian and German polecat are used in making serviceable brushes for artists and sign painters, and are generally employed by the latter in laying gold leaf on glass and wood. Russian polecat tails, though sold as sable, are cheaper than the German.

Skunk tails are frequently used instead of polecat,

both animals belong to the same family, in the manufacture of varnish brushes.

Good stiff brushes for water color painting and lettering are made from selected hairs cut from black sable tails; and very fine "pencil points," water color brushes, are manufactured from the long flexible hairs characterizing the bushy tails of Russian and Hudson's Bay sables. Black sable tails are worth from ten dollars upwards per timber, forty tails, and usually about two ounces of hair, desirable sorts, can be cut from a timber of tails.

The finest and most costly brushes for artists' uses are made of the red hairs cut from the tail of the kolinsky, a Siberian animal; tails of this class at times approximate fifty dollars per timber, or more than twenty dollars an ounce for the hair.

Some low priced brushes for ordinary work are made of hairs taken from the pelt of the common goat. Japanese artists use brushes made of deer hair.

Brush makers obtain rather large quantities of hair for the manufacture of brushes from another and extremely strange source, namely, the *interior* surface of the ear of the ox, which is quite densely lined with hairs ranging in length from two to four and one-half inches, and shading in color from light to dark brown; nature provides the patient ox with this rather profuse growth of hair as an effective protection against gnats and flies which are predisposed to lay their eggs in the dark recesses of the spacious bovine auricle. Brushes made of the longer of these ox hairs are used by carriage painters; those composed of the shorter hairs, from two to two and one-half inches in length, are employed by

decorators and artistic sign painters. Prices vary, but ox-ear hairs are worth, approximately, eight dollars per pound. All tails worn as parts of fur garments, muffs and neck pieces, are not nature-grown caudal appendages; many of them are manufactured tails produced by a simple mechanical device, made to supersede hand labor, known as a tail spinning machine; strips of fur, of the proper length and width, are attached to a cord on the machine which revolves at high speed spinning the fur into an excellent representation of a tail; these manufactured tails, both as lower grade articles and imitations of more costly sorts, are spun in very large quantities when tail trimming is in fashion.

## HEADS

As a fur-skin with a tail but lacking a head would appear deficient at the more important extreme, heads and tails are equally popular; but as the skins sent to market have tails but are without heads, all of the latter required to meet the demands of fashion have to be made; the work is done by hand and constitutes a distinct branch of the fur business, a number of concerns being engaged exclusively in the manufacture of fur heads, ranging in size from that of the fox to the weasel. These artificial heads are made over cork, celluloid or composition skulls, all of which are light in weight, covered with fur of the animal represented, and finished with glass eyes and colored noses and, when open-mouthed, painted tongues. Some skins, worn singly as neck pieces, are made "complete and entire" by the addition of artificial paws and claws, composed of fur, celluloid or horn.

## TOYLAND

Fur-bearers contribute in various ways to the passing pleasure, entertainment and comfort of the little folks, providing them with pets, warm jackets, coats, neckwear and gloves, and, to them, intensely interesting toys of various kinds, particularly small animals, such as tiny bears, cats, tigers, dogs, woolly horses, and drumming rabbits. These furry toys, with which we are all familiar because we were once children, and children and toys are omnipresent, are chiefly made of white coney fur obtained in Poland, and used either natural or dyed; many toys are made of English and Scotch lamb skins, and sundry furs, pieces serving excellently for the purpose, but none is used in as large quantity as the low cost Polish coney—and cost is considered, as toys in children's hands are short-lived.

## FUR CASH

Skins of various species of fur-bearing animals were used as mediums of current exchange centuries before mints or coinage or papyrus promises to pay were dreamed of, or stamped money began its march from sufficing simplicity to the present complicated marvel which no one fully understands; the ancient medium, fur-skins, though supposedly superseded by coins and paper, has never passed wholly out of circulation.

Chinese historians assert that small, square pieces of deer skin freely circulated as money in the Celestial Empire, a vast territory, ages before the round and weighty trade dollar of United States coinage was inflicted upon that great realm of badly mixed fact and fiction.

Early Dutch settlers who camped on Manhattan Island, Communipaw and all along the Hudson River as far north as the present city of Albany, accepted beaver, raccoon, muskrat and other peltries from the Indians in lieu of the gold pieces of ancient Amsterdam; and while they were eager to obtain as many of these tokens as poor Lo could trap, beg or surreptitiously borrow, they were careful to appraise the currency at as low a figure as possible, and the merchandise given in exchange at full frontier general store values. In all the years of his association with pale faces unimaginative Lo has had the misfortune incident to dealing with traders who have readily taken his "cash money" in peltries at heavy discounts on market quotations.

The skin of the beaver is entitled to rank as the standard dollar in peltry currency, as from the earliest period of barter in America it was accepted as legal tender to that amount, and is still at par or above at trading posts. Indians used the buffalo hide as cash, until coinage ceased.

The finely furred skin of the raccoon is the small coin of some Southern sections; it will buy a glass of imported Jersey lightning or domestic moonshine moisture at almost any saloon in Kentucky; general store dealers in Alabama and other Southern States formerly accepted it as good for from ten to fifty cents in exchange for either wet or dry goods; it also passed the same as coin in purchasing snuff, tobacco and "store clothes" in nearly all districts where the animal abounded.

In some parts of the West where burrowing squirrels were numerous and troublesome, especially large wheat-producing districts, a small bounty was paid for

each squirrel that was killed, and as the tails were generally accepted as vouchers of squirrel slaughter, these tails freely circulated as money until they were finally banked with the State official designated to redeem them by paying the bounty; their face value was five cents each, and they should be used, instead of the lamented bison, to adorn the modern nickel.

Where a bounty has been paid on wolves, the skins have been used as, good for thirty dollars each.

For some time a bounty of fifty cents was paid for each woodchuck killed in two adjoining towns in Hartford County, Connecticut, one town accepting the ears and the other the tail as evidence of the death of the woodchuck; during the bounty period the ears and tails of unfortunate Hartford County woodchucks circulated as cash on a par with the silver half-dollar, and might still form an important part of the local currency except for the accidental discovery of the fact that sharp Yankee boys were obtaining two bounties on each woodchuck by depositing the ears with the treasurer of one town, and the tail of the same chuck with the public cashier of the other. The boys considered their method of banking as more profitable than simple barter, but as the town officials did not favor junior enterprise, woodchuck tails and ears were withdrawn from circulation by discontinuance of the bounty.

Fur cash was not easily counterfeited; it might be too green or a great deal too dry to have just the right ring; some of it having been minted with a shotgun had holes in it, but they could not be "plugged" or concealed; and there were no twenty-cent pieces to be passed as quarters upon the unwary.

## SACRED ANIMALS

Some of the fur-bearers were considered sacred otherwise than as money.

At Maru and Miyajima, Japan, the small native deer is regarded as sacred; the animal is tame and docile.

The fox, universally prized for its handsome coat of fur, is regarded as a divine creature in China; when the animal attains the age of fifty years it is said to be able to assume the form of a woman, at one hundred years to change to a beautiful girl, and at one thousand years is admitted into paradise and becomes a celestial being. The fox was formerly adored by the Peruvians, and statues of the animal were placed in many of their temples.

The badger, was held as sacred by the Chinese, was credited with possessing the power of changing its form and character at will.

Wolves were generally worshipped at ancient Lycopolis, and when one of the animals died its bones were very carefully embalmed; mummies of wolves have been found in the tombs in the mountains above the city.

Certain species of African monkey are revered by the natives, but are not treated as divine; the simple minded Africans believe that the souls of deceased relatives undergo a mild process of transmigration and continue their earthly existence by taking up their abode in the bodies of monkeys; owing to this belief and the hope of each good African of becoming a sacred monkey after death, the animals are not allowed to be killed. This view may have supplied the basis upon which the higher critics erected their filmy dogma of evolution,

and it ought not to be doubted that if a man, even though black, can transmigrate into a monkey, that *same* monkey, at least, should experience no great difficulty in evolving into a man.

The entellus, another species of monkey, ranks as sacred in India, and is adored in Egypt and protected by a large number of devotees and priestly servitors.

There was a time, however strange it may appear, when the common house cat, regardless of age or color, reigned and ruled as a deity at Rome, and in consequence enjoyed the privilege of holding midnight serenades during the full term of its nine lives undisturbed by bricks, bottles or other missiles.

Tabby was also revered by the ancient Egyptians, and was regarded as sacred to Isis, or the moon, and its worship embraced rites of peculiar interest. The bull was also a sacred animal in Egypt—there have been many ecclesiastical bulls, not identified with heathen lands, which have been obeyed, if not worshipped.

Certain animals are regarded as sacred, and others, including the bear and beaver, are worshipped by North American Indians; the ceremonies connected with this worship have been greatly modified, and are not so generally observed as formerly. Indians of several tribes consider the moose sacred in a limited sense only, as they do not hesitate to kill it; the moose is, in their estimation, a sacrificial rather than a sacred animal, and the manner in which the Indians dispose of the carcass is suggestive of the “burnt offering” prescribed by Moses. When Indians capture a moose they cut up the carcass and cast some of the choicer portions of the flesh into their campfire as a thanksgiving offering to the Good

Spirit for favoring them with success in the chase; the tongue, liver, kidneys and part of the breast of the animal are eaten as soon as possible, and the other parts of the flesh, properly cooked, are devoured in haste—very like the Passover—as the rule governing such feasts requires that the entire moose, except the parts offered as a sacrifice, must be consumed at a single meal. Buffalo flesh “burned with fire,” was also used as a thank-offering on particular occasions.

Alaska Indians evidence a strange reverence for the “spirits” of departed fur-bearers, including the bear, wolf, beaver and fox, and rudely carved representations of these and other animals are placed upon the top of posts erected in front of their huts, or common burial places.

Customs change as age succeeds age; today the multitude, embracing women and men, instead of reverencing fur-bearers merely dote on them—a mild order of worship—regarding the flesh of some of them and the furry coats of all as sacred to their appetites and pride of attire. Opinion is divided respecting the status of the raven-hued cat; children, and a few to whom children are unknown, fondle and seemingly adore, others regard the cat of this particular color as an evil rather than a good spirit, but surely a spirit—superstition may undergo mystical transformation, but will not down.

## Cut Fur

Fur-felt hat manufacturing, a distinct and important industry in the United States, England, Germany and France, regularly requires a large proportion of the fur skins annually procured in the mild and temperate

sections of production; considered from the standpoint of value as expressed in dollars the skins used entire in manufacturing coats, jackets, muffs, robes and similar articles, rank first; but in number of skins the consumption in the felt hat making is much the larger, exceeding a total of thirty million pelts.

In hatting the fur is not worked up on the skin but is cut from it; in the market of initial sale these pelts are classed as "cutting skins," and the cut product, fully prepared for felting is known as "cut fur," and quite commonly designated in the hatting trade as "hatters' fur." The business does not constitute a branch or part of the "furrier's trade," but is conducted in every detail by a wholly disconnected group of merchants, operating in two classes, importers and cutters; the former in a few instances conduct both divisions, but all handle, in furs, only cutting skins or cut fur—importers of cut fur also, as a rule, carry general supplies—required by hat manufacturers. Only the soft under fur is used in felting, all the coarse hairs and the leather being discarded.

"Carrotting" is the first operation in the work of preparing fur for hatters' uses, this simple process is effected by brushing the fur, while on the skin with a solution of quicksilver and nitric acid, termed carrot, to kill the natural oil in the fur and thus facilitate succeeding operations in which water is freely used; following the act of brushing, the skins are spread out flat to dry, either in the open air or a room heated by steam; dried in the former way the fur becomes white, but when the drying is effected by artificial heat the fur assumes a yellow or carrot-like hue; these color conditions are always noted in the brand, or mark, upon the packages of pre-

pared fur by abbreviations. W. C., for white, and Y. C., for yellow carrot.

The operation of carroting is occasionally omitted in the manipulation of beaver and one or two other furs, but this "raw stock," so-called, does not felt readily except when mixed with carroted fur, and even then is not altogether satisfactory, as it works out to the surface of the finished felt.

As the presence of mercury in the carroting solution, and mercurial vapor, and dust in the drying room, constitute a menace to the health of the workers, a different preparatory method was perfected in Germany in 1875; by this process the skins are first saturated with molasses, then dipped in a weak solution of nitric acid, and then washed in soft water and allowed to dry slowly; the washing and drying are repeated until the fur is thoroughly purified. Fur carroted in this way felts as easily and perfectly as that treated with mercury. When carroted skins have become perfectly dry, they are brushed to remove all particles of dust, and to straighten the hair so that it may be readily cut from the skin, which is the next operation. Cutting, formerly done by manual labor, is performed by a special machine of great power and high speed, which shaves the fur from the entire pelt without disarranging its form—the fur passes out of the machine apparently exactly as it entered, a perfect pelt, unchanged, untouched, but really only fur, the leather, reduced to a countless number of fine threads, having dropped to the floor. As the fur is cut it is carried forward upon a moving endless apron, and while in motion is separated into the three principal divisions, back, belly and sides, by experienced operators,

and deftly dropped into bags stationed at the sides and forward end of the revolving apron. All fur does not felt with equal facility, or produce felt of the same fineness, softness or durability; there are marked differences even in the fur cut from the same skin; fur cut from the back is the darkest and strongest, and when taken from the pelts of land animals is also the best grade; fur from the sides is lighter in color and somewhat lower in quality; belly fur is the lightest in color, but not uniformly identical in quality—it is the finest or best when cut from beaver, nutria and muskrat skins, amphibious animals, and lowest in grade when taken from land animals, such as the rabbit and hare. Separate grades of fur are cut from the tails of various animals, and the cheeks of the beaver, the latter is of superior quality; low grade fur is cut from small pieces and scraps—the waste in furriers' shops. Belly-fur is used in the manufacture of light colored hats; fur from other parts of the pelt is suitable for making hats dyed any desired color.

Fur of the North American beaver is superior to all others for making fine, durable felt hats, but is too expensive for extensive use; it is sometimes mixed, in small amount, with other furs to improve the stock; nutria, fur of the South American coypu, ranks next to beaver in every particular.

The fur used in greatest quantity in the manufacture of felt hats is cut from the skins of wild rabbits and hares procured by the million in Australia, England, Scotland, New Zealand, Russia and the United States, and domestic French conies; in these sorts, English and Scotch rank as best and strongest.

Cut fur is known in all markets of the world by certain marks, consisting of symbols and abbreviations—the symbols are a single circle, two circles and three circles drawn one within another, the reading being—single, double and triple ring; these symbols are used to brand the three choicest grades of fur cut from the backs of Scotch, Russian and other hares. Abbreviations used to designate the animal and the part of the pelt from which the fur is cut, are: C. B., coney backs; B. C. B., best coney backs; B. H. W., best hares wool; H. S., hare sides; R. B., rabbit backs; B. H. B., best hare backs. Hatters' fur is cut in the United States, England, France and Belgium.

Cut hairs are also utilized in the fur and other industries to a considerable extent; hairs suitable for the various purposes are cut from the coats of both fur-bearers and hair-wearers, and very often constitute former waste transformed into new and important products of considerable value.

French bristles and the white hairs of the badger, skunk and grey fox are used to beautify the plain surfaces of dark furs in which they are inserted; this is a balancing act, as other skins, especially seal, have all the hairs cut out so that the beauty of the fur may appear. Reindeer hair, which is extremely light in weight, packed in water-tight containers make superior life preservers; deer hair is an excellent substance for stuffing couches; hair cut from several species are employed in filling mattresses—but you cannot always be sure about it.

Long hairs from the manes and tails of horses, regularly offered at the minor sales in London, are collected in quantity in Bavaria and Austria, for manufacture in

Switzerland. These hairs are thoroughly purified and are then woven into long strips or braids, either singly in black or white, or the two tones in combination, and are then made into ladies' and children's hats for summer wear. Bovine hair early displaced the straw of the Egyptians as a binder in mortar, but in turn is rapidly being superseded by cement.

Human hair is largely utilized in an exceptional number of ways devious and doubtful. A considerable quantity is used in wisps and switches borrowing from one sweet soul of a single thought to augment the golden glory of another. Vast bundles of human hair cut from weary and fevered crowns are patiently wrought into black, red, brown and white wigs for the wigless, fashion's devotees, judges, actors, detectives and those strenuously seeking to avoid detection; and other diversely delusive purposes and persons.

The main crop of raw material, known in the natural connection as a queue, from cauda, a tail, is of celestial origin, being matured in China; formerly the supply was small, queues being regarded as sacred, but in recent years devotion to the almighty dollar having measurably superseded the worship of Buddha, the harvest has been large—all exported to Europe and America, there being no demand for domestic consumption.

### FEATHERS

The muff, whether round or flat, would be rather thin and flimsy if composed only of the visible fur and inner lining of silk, and to create and retain the desired form, a rather thick, soft body conforming to the particular shape of the muff is enclosed between the fur and

lining, and is known in the trade as a muff-bed. Originally the muff-bed was made of down with a covering of muslin, but in these days of great progress in most "infant industries" and very high cost down, the name down muff-bed is retained, but the down is chiefly supplied by Queen Hen and King Cotton, separately or in combination, a substitution which enables manufacturers to sell muffs to certain retailers for "marked down" sales.

President Harrison said, "A cheap coat makes a cheap man," which may or may not be true; chicken feathers and cotton surely make a cheap muff-bed, the owner, however, feels cheap only when some of the feathers work through to the surface of the muff, as they sometimes do, revealing the character of the "down."

### BY-PRODUCTS

Animals of the lower order, broadly spoken of as "beasts that perish," are herbiverous, granivorous, carnivorous, and otherwise variously classified, but man is in a class by himself, solitary and singular, the one and only omnivorous animal. What he cannot "eat, drink or put on" in its natural state, he transforms, manipulates or transmutes into the medium of exchange wherewith to procure eatables, drinkables and wearables, and in the execution of this exalting purpose uses not only the manifestly beautiful and serviceable coat and cuticle but every part and fragment of all the furry and furless denizens of earth. Man utilizes the skin of the beast prepared as fur, hair, felt or leather for the protection and adornment of his person from "head to foot"; every portion of the flesh from tip to tip, both inclusive, as nutritious or delectable food; the marrow as a rare deli-

cacy; the bones changed into tools, buttons or charcoal for his service and well-being, as poultry provender insuring an increased egg output, or to fertilize the soil in order that it may yield more abundant crops of grapes and cereals; the odor sacs as pleasing perfumes; galls, livers and horns as remedies for ills to which pampered stomachs are subject; the teeth as emblems of an order, and both the teeth and claws as ornaments and evidences of skill and courage in the chase or still hunt; and, finally, the fat to make his hair shine, render age-strained joints and sinews supple, protect his tools against corrupting rust, to soften and prolong the life of leather, lubricate machinery, and to light his hut or pathway.

Bear's grease was once upon a time regarded as a hair-oil of unexampled value because of the widely circulated rumor that it made the hair grow, and was a sure cure for sundry imaginary diseases of the human scalp. The article ceased to be intensely popular sometime in the latter part of the nineteenth century for good and sufficient reasons—the scarcity of fat bears, and the fact revealed by analysis that nearly all bear's oil sold at a fairly high price had other than a bear origin, and was really a bare delusion. Skunk oil, tried and purified, is also used as a lubricant of human locomotive powers.

The skin (leather) of the rabbit, nutria and other animals from which the fur has been cut by a machine, called a devil, for use in hat making, was formerly thrown on the refuse heap, but some years since the discovery was made that the skin, which comes through the cutting machine a mass of fine threads, when treated in a certain way yielded an excellent gelatine of consider-

able value for making films of superior quality—worth for some time upwards of one hundred dollars per ton.

At a later date the waste discarded in the manufacture of the films was purchased by the Standard Oil Company, and in combination with similar materials is used in lining barrels in which oil is stored or transported.

The shredded skins are also largely used in making a fine grade of glue.

Poorly furred and damaged fur seal skins are specially tanned, producing a beautiful and expensive leather; the supply is small.

Sheepskins from which the wool has been shaved, are carefully tanned for the production of the finest morocco leather, for the manufacture of leather in excellent imitation of alligator skins, and a fine soft leather imitating cork used in making hat sweats.

Split sheep skins are finished as a substitute for chamois.

Goat skins prepared as parchment were used centuries ago, and many have been preserved in perfect condition to the present day; beaver skins were similarly used at a much later date.

Vellum, a finer material, is made of the skins of lambs and newly born calves.

Tanned deer skin, commonly known as buckskin, though most largely employed in making stout gloves, is also used for covering or padding piano hammers.

The small pieces clipped and trimmed from skins by manufacturers of fur garments, which are otherwise useless, are sold to fur cutters to be used in making fur felt hats.

## ANIMALS IN BIBLE LANDS

Ass, domestic and wild; badger, largely used in the first tabernacle; bear, slain by David and other courageous men; camel, cow, colt, dog, unclean, and anyone making a vow was forbidden under the law of Moses to "bring the price of a dog into the house of the Lord" in satisfaction of that vow, as it was declared to be "an abomination unto the Lord"; coney, of which Solomon wrote: "Conies are a feeble folk, yet make they their houses in the rocks"; deer, Solomon had deer in captivity; goat, skins used as clothing; greyhound, hart, hare, unclean; lamb, used for clothing; ferret, lion, specially mentioned as slain by David and Beniah, the latter "went down into a pit on a snow day and slew a lion"; leopard, regarding which Jeremiah propounded the often quoted query: "Can the leopard change its spots?" mole, roe-buck, and sheep the most frequently mentioned of all animals, the references being exceptionally beautiful, interesting and impressive; ox, mouse, unclean; mule, ram, a sacrificial animal; weasel and foxes most common and numerous of the wild animals in Palestine, on which account some places were known by their name. Samson caught three hundred foxes alive, tied their tails together "two by two," put burning brands between the tails, and then let the foxes go into the grain fields of the Philistines, thereby destroying them.

### Fur Food

Confident epicures and hungry hunters regard the flesh of certain fur-bearing animals as superior in value and importance to the fur, and as the only meat worth

cooking—no matter how it is cooked, but that it is better cooked in certain ways than in others, and best when cooked in one particular way. The flesh of all fur-bearers is not held in equal esteem, and even different parts of the same carcass differ materially in flavor and favor, some cuts being considered incomparably delicious, and others scarcely palatable. A few ancient Roman epicures ate the flesh of the fox, but considered it savory only in early autumn when the food of the animal consisted chiefly of grapes.

Dwellers in the Arctic regions still regard the flesh of the white and blue foxes as fairly digestible, raw or cooked, but it is doubtful whether they would relish roast beef.

Roast badger is considered a delicacy in parts of Europe and northern sections of North America.

Natives of Australia feast upon the solid flesh of the wombat, but it is a tough morsel which can be masticated only by a set of natural teeth. Bushmen also eat the comparatively juicy flesh of the native opossum, and the platypus.

Esquimaux of all ages eat hair seal meat as often as they can get it, and are not particular about the way it is prepared; the fat of the animal is also highly esteemed, largely because it keeps aglow the internal fire of the eater. The flippers of young hair seals, annually obtained in large quantity, are classed as delicacies by Newfoundlanders, by whom they are preserved on long strings until required.

The hamster, which is found in large numbers in the sandy districts of Germany, furnishes the people with good food; the animal is killed very soon after the cereal

crops are gathered, and as the catch is large the meat is very cheap.

Rabbits, wild and domesticated, are extensively used for food in Australia, Europe, America and in all places where the animal abounds; many thousands are annually sold in New York markets from November to January. Millions of rabbit carcasses are canned in Australia and New Zealand for export; large supplies are taken for the army in the field. Hares, which are larger than rabbits, are eaten in vast quantities in Russia and Germany.

From eight to twenty million squirrels are killed annually for fur and food.

Black bear steaks are served in hunting camps, country homes, and city restaurants, but the supply is never large; properly broiled bear's liver is a delicacy.

The flesh of the Polar bear is relished by an Eskimo—when he can catch the bear asleep; a few Arctic explorers have dined on juicy roasts cut from the carcass of this huge animal, and at the time considered the meat rather good.

Baked raccoon and opossum are favorite dishes in many parts of the United States; a president of this great country upon occasion tested roast opossum, and asked for more—but not too often.

In a few places the economical and hungry eat woodchuck, when other flesh foods are scarce and something must be eaten.

Aleuts on the islands of St. Paul and St. George eat the flesh of the fur seal as Newfoundlanders eat fish, fresh, smoked and salted; the government permits them to kill about twenty-five hundred fur seals each year for

food—no one else is permitted to kill a fur seal for any purpose on American soil. Aleuts use the oil of the fur seal to soften dried fish which constitutes a considerable portion of their daily provender.

South American Indians eat the red-hued flesh of the coypu.

The flesh of the moose though eaten fresh is said to be greatly improved by smoking; caribou meat is dry and tasteless, but a small layer of fat immediately under the skin on the back of the male is delicious; caribou marrow-bone is also highly esteemed; the flesh of all members of the deer family is very generally considered excellent; but the venison epicure will eat it only after it has been many days dead—and worse.

Hundreds of thousands of bison were killed solely for their tongues.

Beaver flesh is eaten in the north; beaver tail, which is skinned and then roasted or baked, is said to be very fine—none sold in market.

In by-gone ages certain wise monks officially declared that the beaver is a fish, and could therefore be eaten by the faithful on Fridays; this decision is one of the causes of the early extinction of the beaver in Europe.

Wolf ribs are eaten by some northern hunters, and a few half-starved woodsmen.

Parts of the flesh of the badger make good bacon.

African sportsmen eat leopard steaks and roasted jackal.

Pemmican, mentioned in every frontier yarn, is made by Indian squaws, and consists of lean pieces of buffalo and deer cut in strips and dried in the sun; it is eaten in the form in which it is dried or reduced to a

powder. One important ingredient, dried buffalo, is no longer included in pemmican preparations.

Roasted muskrat is esteemed by many, not only in rural districts but in large cities; supplies of this dark red meat are regularly sold during the winter at Baltimore and Philadelphia; it is purchased by private consumers, and is served at some hotels and restaurants as "swamp rabbit." If considered from the point of cleanliness, it ought to be good, as the muskrat invariably washes all its food, and is in every respect an exceptionally clean animal.

In some sections the highly flavored flesh of the skunk is eaten; it may be assumed that hopeless hunger long deferred is an essential prelude to a feast upon roast skunk served under any name.

In China the domestic cat is baked, broiled, roasted and stewed, and is pronounced delicate and distracting. If the gods impose madness as a necessary precedent to destruction, then furies and satyrs must as surely enchant the gastronomical senses preliminary to a feast upon feline fragments, however fancifully fricasseed.

## Moths

The little silver-grey moth, *tinea pellion lia*, is an important factor in the fur trade, and a terror to all possessors of costly furs, in consequence of its natural predilection for feasting upon prime peltries. Moths of this genus have insatiable appetites, and if allowed to remain undisturbed in a garment will continue to feed until not a shred of fur remains; even when every precaution is taken, the loss caused by moths is very great.

Fur moths first cut off the fur close to the skin and then eat through the leather, perforating it completely, continuing the process, if not discovered, until the entire pelt is ruined. Every probable means has been used to destroy the destroyer, but without attaining the desired result; the substances and materials used in the fur trade to protect furs from the ravages of moths, include camphor, tobacco, naptha, cedar chips, insect powder, oil of turpentine, moth crystals, tar paper, and carbolized paper; but none of these anti-moth remedies has been found sufficiently effective to obviate the necessity for frequently whipping the furs with round rods specially made for the purpose.

Cold storage, which has been developed and perfected in recent years, provides the only reliably safe method of moth-protection on a large scale; the moth cannot live, or its eggs hatch, at a temperature below freezing, and this condition is constantly maintained in all up-to-date cold storage plants.

Owners of single garments, who prefer to care for their own furs, may perfectly protect them in the following manner: Beat and air the article thoroughly early in the spring, before the moths have had an opportunity to lay their eggs in the fur; then place the garment in a box having a close-fitting lid, wrap the box in three or four coverings of sound, unbroken paper, and paste down all the lapping edges, being particular to tightly close every crack or opening—this is a thoroughly protective packing.

## GALLOWAY

Owing to the great and exhausting demand in recent years for fur-skins of every name, quality and color, and the consequent advance in values, practically all skins in any degree resembling fur have within the past few years been made up into garments to meet a price demand and cater to the comfort of men and women financially unable to purchase fine peltries.

The list includes what are termed "Galloway" coats, gloves and mittens, which are made of the hides of cows, bulls, calves, and horses old and young. Galloway is the name of a small breed of horses originating in Scotland, and small hornless cattle native to the same country; the articles of apparel made and sold as Galloway are manufactured in the United States, chiefly in the middle west and moderately in New York State, and have their source of being, not in imported stock, but quite exclusively in the hides of domestic cattle killed for food—mainly private stock—and incidentally used as clothing, either as mementos, or because of limited cost of manufacture.

These cow and calfskin garments are protective and durable, and where worn, in the open country, are impressively attractive.

Galloway garments are mainly made on order for individual consumers, owners of the departed bovines and equines; this fact accounts for the thrilling phrase in advertisements soliciting personal orders, inserted in country papers by makers of Galloway apparel, viz.: "Let us tan your own hide, and make it up into a coat or robe."

### SUMMER WEASEL

We have noticed in the announcement of a western firm, as a 1917 "first timer," an offering of ladies' fur sets in "summer weasel," the brown skins hitherto counted worthless by first-hand buyers of raw furs.

### WOODCHUCK

The skin of the woodchuck, another discard, is likely to get an advanced position in price lists and emporiums, though the supply will never be other than insignificant.

### TRENCH RATS

Trench rats have been accorded a niche in the realm of fur utility, but their reason for being does not presage extreme popularity. Reference to the trenches serves as a reminder that several governments are important buyers of furs for service in those dismal depths, and active destroyers of existing fur supplies, and thereby the creators of new values.

### PRAIRIE DOGS

Prairie dogs, or American marmots, abound in the plains in the southwest, from Montana southward to Mexico, congregating in large villages of their own, shared only with rattle snakes. The prairie dog is from eight to ten inches in length, has a rather coarse coat of fur varying from greyish to reddish brown; the furred tail is tipped with black. The fur has been used for making gloves and carriage robes, but has never been important owing to size and poor quality of the pelt. It is a burrowing animal, undermines large sections of country and is destructive; efforts are being made to exterminate it by poisoning. Wolves, panthers and wild cats are also poisoned to hasten their extinction.

## Solomon J. Manne

In 1888 a manufacturing business in popular furs was established by Solomon J. Manne and J. Silberlust, under the firm name of Manne & Silberlust, with a factory on Bleecker Street, New York.

The firm continued actively engaged until 1891, when the partnership was dissolved, Solomon J. Manne continuing alone at 11 Bond Street. In 1892, becoming quite ill, Mr. Manne discontinued business and spent some months recuperating at Colorado Springs. The latter part of that year he returned to New York and resumed manufacturing, but his health again failing in 1893, he gave up mercantile pursuits and sought recovery in a sojourn at Asheville, North Carolina. At this time, and in consequence of his inability to successfully conduct business under great physical disability, he suspended payment of his obligations—plainly merely *suspended* payments, for the record shows that in 1913 he paid every debt in full.

Mr. Manne re-engaged in manufacturing in 1894, admitting into partnership his brother, Sigmund Manne, under style: S. J. Manne & Brother. The firm continued progressively engaged in the manufacture of fine furs until 1912, in which year Sigmund Manne retired with a competency.

Following the withdrawal of the junior member of the firm in 1912, the business was incorporated under title, S. J. Manne & Brother, Inc., the incorporators and officers being: Solomon J. Manne, president and treas-



Solomon J. Manne



urer; Henri L. Verschoore, vice-president; Baruch M. Scheller, secretary.

S. J. Manne & Brother, Inc., have made an enviable name for themselves as alert manufacturers and effective creators of fur models of high worth, styles which, like certain books, are by common consent classed as "best sellers." All the more desirable peltries prevailing in fashion as the years come and go are employed by them in producing the exceptional in ladies' coats, scarfs and muffs to meet the requirements of prominent retailers throughout the country.

February 1, 1913, the business was removed to 48-56 West Thirty-eighth Street, New York, where it has been continuously conducted with notable success.



# NATURE-NOTES

Owing to their habit of sleeping during daylight hours and roaming abroad only at night which precludes the chance of their being seen alive by but few, fur-bearing animals live their lives in a haze of apparently impenetrable mystery, the source of considerable interest, many diverse opinions, varied views and misconceptions.

Because of the mystery in which their lives are involved, necessarily enveloped for their protection and perpetuation, many tales are told regarding their manner of living, physical and mental characteristics, failures and achievements, and much more—tales in numerous instances true to nature, but more often mere outgivings of a redundant imagination.

The facts, plainly told, are more interesting and illuminating, than the wildest exaggerations, meant to be entertaining, which fail to be impressive because of their manifest unreason.

## NOSES

The olfactory nerves are marvellously alert in all fur-bearing animals, and become operative second only to the act of breathing; all are born in dark dens, many with closed eyes, and consequently discover their initial breakfast and several subsequent repasts by the sense of smell. This sense, naturally powerful, is unquestiona-

bly greatly *developed*, as are the other senses, in the course of the life of the particular animal in consequence of its experienced utility; but it is not developed to an equal degree in animals of all species, or in all of the same species. The dog, which is most highly trained, has a keener sense of scent than any of the wild animals, none of which places more than partial dependence upon the sense of smell, seemingly considering sight and hearing more efficient.

Many trappers believe that a fox which has never seen a man or at the most not more than once and then at a considerable distance, can detect the odor left by human hands upon a steel trap set several hours before the fox visits it, and that the sly animal cannot be caught in a trap thus tainted with human scent. In order to notice an odor, human or inhuman, so lightly and remotely impressed upon steel the fox with the most acute sense of smell would have to sniff the metal at close range; actually touch it with the tip of its nose, and in so doing would, nine times out of ten, spring the trap and get caught, not by a foot, the usual way, but by the nose.

Trappers who believe this human scent legend, assert that traps should be set only with gloved hands; but no one has arisen to state at what period or in what manner the fox acquired a definite knowledge of human scent, or learned to effectively differentiate it from the odor of an old and variously used glove.

The sense of smell, being the primary active sense, is undoubtedly of extreme importance to practically all animals, but observation impresses the conviction that its efficiency is considerably exaggerated. It is not creditable to human intelligence to suppose that scent from

the foot of a rabbit or fox lightly touching the ground for not more than a second of time should remain for hours in sufficient strength to be readily perceptible to another and unlike animal. While we are certain that this remarkable foot-odor remains for some time and is noticeable to animals, the dog and others in whom the sense of smell is highly developed, we are equally sure that the sense of smell is not the only faculty essentially exercised by the pursuer in tracking the pursued—the eyes of the former are importantly depended upon in the chase, particularly in patient, plodding hunters such as the hound—felines, which crouch and surprise, chiefly rely upon the sense of sight; speedy hunters depend upon ears and feet; preying animals of every species, and those preyed upon, use to the utmost every sense, sinew and muscle.

During the fear-inspired run for life the feet of the fleeing fox or hare make distinct impressions, marks and scratches in the soft ground, damp leaves, moss and grass over which they pass, which impressions and marks are fairly visible to the keen sight of the trailer, and the senses of smell and sight operating concurrently enable the pursuing hunter to trace the course of its quarry almost unerringly. The observing sportsman has noticed that at times even his most dependable dogs have lost the scent in rocky places, or rather large areas covered with very dry leaves; the odor of the feet of the rabbit or fox was not lessened or otherwise affected during the rapid passage of the animals over these places; the scent may have been more quickly dissipated, but was lost, as the dog "following the track" best knows, because the bounding feet of the escaping animals left no

characteristic mark upon the surface of the rocks or extremely hard ground, and made no particular change, scratch or form, in the "lay" of the very dry leaves, which might not have been effected by a passing zephyr.

A fox when closely pursued by a hound will, if the opportunity offers, cross a stream at a place where the opposite shore is more or less "stony"; we assume that it does this to break the line of scent, but reynard doubtless merely seeks a path upon which no tell-tale marks can be imprinted. Does a fox know so much? If it apprehends one-half, and it seemingly does, it surely knows the other half!

A wily fox in making a long leap from soft ground to a hard surface, or a fallen tree trunk, has often been able to secure a hiding place within reach of the pursuing dogs; more than one rabbit by remaining quiet in its "form" in the meadow has escaped the notice of a hound passing within a yard of its retreat—surely the scent of the whole animal is greater than that of the lightest touch of its feet alone. Footprints remain fairly visible to eyes capable of seeing them long after the scent has disappeared—the same is true of finger prints. If success in the chase depended wholly upon scent, comparatively few animals would be caught; the fact that speeding feet patter at least part of the time where no impression can be made largely accounts for the perpetuation of many species of furry animals.

A giant may have, as asserted, smelled the "blood of an Englishman," and thus have discerned his presence; but according to the truer-to-nature record footprints in the sand led Crusoe to discover Friday—and the odor of a fleeing fox is said to be exceedingly delicate

compared with that of a Friday in his native atmosphere. The tips of the noses of fur and hair-bearing animals are bare, entirely devoid of fur or hair, a provision of nature whereby their sense of smell is increased in efficiency; if furred to the tip the fur would retain the odors of the many substances into which the nose is frequently plunged, making it impossible for the animal to distinguish any particular scent, or escape the misery of smelling many smells continuously.

### EARS

The external ears of quadrupeds show marked differences in set or position; in some species the ears point backward, in others forward, and in a number extend directly outward at approximately right angles with the sides of the head; these are the lines in which the outward ears are naturally set, but each of these positions may be assumed by all fur-bearers at will, as their ears are mobile within the range of half a circle. These characteristics are essential to the perpetuation of the several species of animals, for while all prey and are preyed upon none has been sent into the world without being given a fair chance to escape sudden and complete destruction. The species which secure their prey more definitely in the chase than by the exercise of cunning, have their ears naturally pointed forward so that they may the more readily catch the sound of the patterning feet of the creature they are pursuing, which not only runs in the open but frequently turns to the right or the left and dodges behind bushes, stumps or other objects offering concealment. The animals pursued, particularly those which are hunted as food by other animals

but which do not hunt for a livelihood, have their outward ears pointed backward, an evident provision of nature designed to enable them to readily hear every sound made by the eager feet of their invisible pursuers, from whom they are strenuously seeking to escape.

We may note that the rabbit in its wild dash for life has its ears pointed backward, while the ears of the pursuing lynx are turned straight forward; it is not to be understood, however, that the ears of the rabbit, or the lynx, or any other wild creature are immovably fixed in the positions noted, for the various voracious creatures frequently approach their prey from in front evidently by chance rather than from choice; all animals which have their ears distinctly turned backward have the ability to turn their ears forward, and thus detect sounds of an approaching foe, and they do so frequently though mainly depending for protection against frontal attacks upon their wonderfully keen eyesight.

It need not be doubted that the power to note the approach of an enemy by the sense of hearing only essentially aids the pursued in effecting its escape; and equally that the forward trend of the ears of the pursuer, whereby it is enabled to detect sounds made by the fleeing quarry augments its prospects of success in the chase; this remarkable power of hearing should be regarded as a developed rather than an innate faculty, the mobility of the ears being nature's contribution. The rabbit that will not *use* its backward-pointed ears as well as its forward-glancing eyes, may never deliberately or carelessly run into danger, nor will it long escape the greater peril lurking in its rear.

Incidentally it may be observed that the human mind, which "grows by what it feeds upon," surely dwarfs by feeding upon husks when propitious pabulum is available.

Domestic animals which have long enjoyed immunity from the fury of ancient enemies, have their visible ears set forward, backward, or nearly at a right angle from the head; but in all the faculty of mobility is retained.

### EYES

The eyes of animals chiefly active in the clear light of the day are generally dark, as noted in the horse, seal, deer and others, including many birds; the exceptions seem to be those which in seeking their food or prey depend largely upon the sense of smell or wholly upon the sense of sight, including some of the felines, the eagle, hawks and other carnivorous birds, all of which have rather bright eyes, some being brightened with yellow, white or red rings.

Nocturnal animals usually have bright eyes, in some specimens the eyes being intensely bright, flashing yellow or red when observed in the dark; this brightness is markedly noticeable in members of the cat family, the owls, herons, and others.

Animals which cannot be strictly classed as either diurnal or nocturnal, the burrowers, hibernating and amphibious animals, generally have dark eyes. In the lives of all fur-bearers the first active sense is smell; and in birds in the nest, is hearing; but when the furry and feathered folk set out to hunt that they may live, the sense of sight becomes of vital importance, is developed

to a degree surpassing human comprehension. The eagle, hawk and vulture soaring at vast heights in cloud-land note the location of their prey and provender in lake, or ocean, or on land, and unerringly descend to it.

In radiant day and rayless night sight is the supreme protective sense enjoyed by natural fur-bearers and feather-wearers, but instead of being solely depended upon, is made to work together in harmony of action with all the senses and faculties in sustaining life.

### MOTION

The sense of sight possessed by animals, however great, is not infallible, and would be of little avail except for one condition—motion.

A hawk soaring over a field will not note the difference between a stump and a sleeping bear, in fact may not specially observe either, but a moving mouse will catch its attention and cause it to descend in an instant.

A muskrat swimming on a pond in a usually unfrequented marsh will not distinguish a man from a post or dead tree so long as the man remains perfectly motionless, but the instant he moves, though only a hand, the muskrat will disappear beneath the water.

A heron flying across a bay will cause the small fish to run into deeper water, but the same heron may stand motionless in the water for a few moments and the fish will return toward shore and swim all round the big bird which by a swift stroke can catch one fish after another.

Even the cunning fox will approach within striking distance of a man who stands perfectly still, but will flee from another however leisurely moving five hundred

yards distant. A flock of quail will lie quietly in a clump of small trees very near which a hunter is passing so long as he continues to move on, but the instant he stops they rise at terrific speed; they evidently gauge the possibilities of danger due to the moving object, but when it ceases to move are unable to longer control their fear.

The opossum seems to have quite perfectly sensed the condition; owing to the fact that its range of vision is quite limited the opossum is often surprised by its enemies, and in such instances, escape by running being impossible, the animal feigns death, manifestly understanding that if it remains absolutely motionless it will be passed by unobserved. It has long been generally supposed that the opossum played dead because it knew or believed that the creature menacing it, no matter how hungry, would not eat a dead animal, or one not self-caught—an untenable view, unless we are willing to freely affirm that the opossum thinks, reasons and marvellously imagines, as no carnivorous brute, though only moderately hungry, could be so easily deceived; whereas the most cunning beast unless it had seen the opossum before it lay down as dead would fail to notice it while it remained quiescent. Every hunter knows how difficult it is at times to find a dead bird, though he very carefully noted the spot where it fell; and on the other hand how readily a wounded bird is found because of a slight movement of its head or wing.

An Esquimaux will spend hours in a patient endeavor to approach a seal dozing upon the ice near an opening at the edge of the water into which it is sure to disappear if alarmed; the seal frequently raises its head

and carefully scans the surrounding ice field, and at such moments the Esquimau, who has not for an instant ceased to watch the seal, becomes perfectly motionless; the seal may note the hunter as a dark object upon the ice, but detecting no motion will resume its spookless dreams, and in due course be caught. The ptarmigan and Arctic fox in their winter dress white as the pure snow everywhere present in their habitat, are revealed to each other by their necessary movements in quest of food, otherwise both would have been extinct long since—owing to cunning and caution both survive, but neither flourishes.

### FEET

Four flitting feet seemingly indifferent to fatigue, ever responsive to the lure of hope or the spur of fear, faithfully though not always successfully, serve fur-bearers in pursuing and when being pursued, as hunters and hunted.

Carnivorous animals are the pursuers; those that feed upon grasses, fruits and cereals are the pursued; when one of the latter is discovered and attacked it dashes swiftly away, running for some time straight ahead, but when too closely followed frequently digresses to the right and left, darts around trees and boulders, and speeds hither and thither in quest of a secure hiding place; the pursuer, which in turn is certain to be pursued by other carnivora, trained dog, or human foe, undoubtedly learns much from its experience as a hunter that is of value to it when hunted, and not only learns the tricks but practices them when necessary.

The little brown hare can outrun the great, strong

lynx, but cannot tire it out; it is far more speedy than the smaller weasel, but is incomparably less persistent; the rabbit frequently evades the lynx by dashing into a burrow, stone fence or thicket where the lynx cannot follow, but it seldom escapes the patient plodding weasel in any of these ways, as the smaller weasel can easily penetrate any opening into which the rabbit may enter. The rabbit would invariably elude lynx, weasel and other ravenous pursuers if it maintained a straight-forward course, but as this fact is not included in rabbit sense, the career of the animal is marked by joyful successes, and marred by final failure—and an essential balance in animal life is maintained.

Some fur-bearers instead of seeking safety in speedy flight on the ground, depend upon their agility in climbing, their feet, provided with sharp claws, being perfectly adapted to this mode of travel; the squirrel, marten, raccoon, sable and opossum live in trees much of the time, and when pursued run to their homes in great trees, where foxes, wolves, dogs and other four-footed foes are unable to follow them, but where they are not wholly safe, as other enemies, noticeably the weasel, cat and puma are expert climbers.

Fur-bearers catch their prey with their teeth, or first disable their victims with blows of their heavy claw-armed paws; the eagle and hawks catch their prey with their feet.

The race is not always to the swift, nor is the survival of the most fit to live the invariable rule; the utmost that we can consider assured in creative intent is perpetuation within certain bounds.

## FURRY COATS AND TEMPERATURE

Fur constitutes a thoroughly protective "all the year" covering for its original owner, the fur-bearing animal hunted from valley to hilltop, and its casual resting place in a shallow den to a safe retreat in some rocky cavern. Fur is quite generally considered protective against cold because of the assumption that it supplies warmth, which is incorrect; the protection consciously enjoyed is due to the fact that fur is an inferior conductor of heat, and therefore prevents the free radiation of the vital heat of the body so essential to the comfort and health of animals exposed to the severity of very low temperatures during a considerable part of the year. The fact that fur, in somewhat lesser amount, in excluding the heat is also effectively protective against the much higher temperature of the remaining months, is apparently not understood or realized. It may be observed that even the larger creatures, noticeably the bear, which pass the winter in calm repose, apparently suffer no great inconvenience if any, on account of the cold, it is noted that other furry creatures are as alert throughout the season of frosts and ice as at any time of the year; it is plain therefore that the bear and other animals do not slumber and sleep through the winter because of an instinctive fear of the cold, which they surely measurably experience whether waking or sleeping, but solely on account of the impossibility of procuring even a minimum supply of food suited to their needs.

It may also be confidently asserted that fur-bearers are not really unpleasantly affected by the average or exceptional warmth of summer, owing to the fact that

fur is a poor conductor of heat; and secondarily on account of their invariable habit of moulting and passing the sunny hours in caves and subterranean dens.

The Russian sable, Polar bear and Arctic fox may exceptionally be classed as completely fur-clad in every feature except the mere tip of the nose; these creatures pass many consecutive months in regions of ever present snow and ice, and a temperature almost continuously below zero, and in order that they may not perish as they tramp their rounds in search of food, all parts of their bodies, and noticeably the soles of their feet, are covered with fur; the fur on the soles of the feet, forever treading snow and ice, prevents the rapid radiation of internal heat, and excludes the external cold.

The opposite condition, a part of the body devoid of fur or hair, may be observed in certain species, many of which inhabit cold sections, but where ice is confined to lakes and streams; in all such instances nature has provided an effective covering for the parts thus seemingly exposed; these furless portions of anatomy may be noted in the scaly tails of the beaver, muskrat and opossum, the flippers of seals, horns and hoofs of deer, sheep and cattle, and the noses of furry and hairy animals generally.

#### MEN AND FUR-BEARERS A KIN

The goat and cat are ubiquitous in China, greatly exceeding in number all other species combined; both are home-keeping and contented animals in an exceptional degree—or remarkably like their masters.

Spain takes its name from the care-free, light-footed rabbit, the animal outnumbering all others in the

kingdom; whether the characteristics noted primarily pertain to the rabbits or the people is immaterial—it is noticeable that they pertain.

The smallest known representatives of certain species of animals are found in Africa, and others in that continent touch the opposite extreme in size—a fox only eight inches in length, a pocket-size monkey, the mighty elephant, and the huge gorilla, are examples.

Africa is the one country in which both human and furry giants and pygmies abound.

Great Britain is the home of the majestic stag, and—believe him—super man.

Deer of very small size abound in Japan, and some of them are considered sacred. Japanese are noted as being comparatively diminutive, and one of their number is regarded as a deity.

Nearly all animals rank as sacred in India, and none may be killed because of the belief in the transmigration of souls; no Indian is quite sure which witless ape, or dog, or other brute is already animated by a former human spirit, or waiting to receive his own; it is not therefore strange that claimed kinship should find expression in similar characteristics.

Australia is the land of the topsy-turvy; plants, shrubs and trees differ widely from those found anywhere else; the fur-bearers are peculiar, one species combines the physical features of bird and mammal, members of the same family vary from a few inches to more than six feet in height; the dog is wild; and in some animals primary colors prevail in fur and feather. Natives of Australia differ not only from races on the continents, but from those inhabiting adjacent islands; they are

black, but their hair, which is short and curly, is not harsh like that of the negro; some of them continuously wander from place to place, wear no clothing, eat raw flesh, and in every particular are more nearly akin to brutes than human beings.

Fur-bearers in America are notoriously nocturnal.

Fur-bearers in America are, as observed—the fox, cunning; the skunk, obnoxious; the cat, indolent; the beaver, industrious, and others otherwise characteristically human.

Fur-bearers are all nocturnal; and man, who spends the day in den-like offices and sub-cellars in a feverish hustle to garner the world's tokens of exchange, roams hither and thither through the night in successful efforts to disperse his strenuously acquired coin, all too often casting his pearls before swine, wholly unconscious that the revel of the night is the inevitable reaction of nature against the destructive struggle of the day, and that sooner or later the "silver cord will break."

The Esquimaux strikingly displays the leading traits of the furry animals with which he is in almost constant association—noticeably, cunning of the fox, docility of the seal, courage of the bear, contentment of the reindeer, and endurance peculiar to all.

Natives of Alaska carve crude representations of the fox, bear, wolf, whale and other animals with which they are familiar upon their totem poles, and name themselves or their tribes after the creatures thus exalted.

Kings and nobles, and those who "follow in their train," proudly display their coat of arms, as visible signs of worth emblazoned not with glorious deeds but with the common furry animal most expressive of the

ancestral and inherited character of the haughty possessor.

We go further in contentedly consenting to be known by the names of fur-bearers, whether painfully characteristic or conspicuously inappropriate; bear them through life, transmit them to our offspring, and write them upon monuments of stone sacred to the memory of:

Peter Fox or Lucinda Bear;

Willie Wolf or Harriet Hare;

Richard Lion, "Humanity's Defender";

Benny Rabbit, "Kind and Tender";

Clara Beaver and Thomas Catt, "Forever Blest";

Milton Coon, Sammy Mink, and all the rest.

## BUILDERS

Wherever it has abounded the beaver is celebrated in legend and story on account of its ingenuity and industry as a builder; the animal is amphibious, and lives in colonies of ten, fifty, and upwards of one hundred members, all of them except a very few drones, being patient and persistent workers—not builders merely, but architects, engineers, masons, carpenters, lumbermen and hodcarriers.

The dam constructed across streams by the beaver, designed to maintain a body of water essential to the life and comfort of the animal, is composed of the trunks and branches of small trees cut down, trimmed and otherwise prepared by the chisel-like teeth of the animals, and then floated to position and sunk to the bottom of the stream where they are skillfully interwoven, and with the addition of stones and clay are wrought into a strong and permanent dam.

In building its dam and lodge the beaver uses its strong sharp teeth as an axe, its teeth and forefeet in transporting stones, timber and clay to the sections of the structure in which they are to be used, and its tail as a trowel in packing the clay firmly in place.

Late in the autumn small trees are felled, cut into portable lengths, taken out near the dam and sunk to the bottom of the stream to furnish a fresh supply of bark as the winter food of the colony.

In constructing its lodge the beaver displays the ingenuity of a master builder; the dwelling comprises a number of apartments perfectly adapted to the needs and comfort of the occupants, ingeniously ventilated so as to exclude the cold, and having the floors set well above high water mark; a passage way leading downward to an exit considerably below the surface of the water enables the animals to pass in and out of the lodge unobserved.

The clay covered roof of the lodge is hammered smooth and hard by the tail of the beaver, and when frozen is firm as a cement wall. All the work of the beaver is due to instinct, and as viewed by the animal is evidently perfect, as experience dictates no changes or improvements in earliest known models.

The muskrat, which is also amphibious and gregarious, builds a house similar to that of the beaver, though not so substantial or ingenious; it is made of rushes, sticks and mud, rises from three to five feet above the water, has several rooms and secret entrance at the lowest under-water level; the height of the building is gauged with reference to a probable rise in the surrounding water due to winter rains and spring floods.

—the muskrat knows; the house serves as a winter residence only; no additional cold storage plant is required, as the muskrat feeds from autumn to spring upon the roots of living but dormant aquatic plants bordering runs and ditches throughout the marshes in which it makes its home.

Martens and squirrels build winter houses in trees, using sticks and leaves for the purpose; the roofs are constructed to perfectly shed the rain, but the structures are otherwise simple and uninteresting.

While fur-bearers build houses for their protection and comfort in winter only; birds, which are expert and painstaking builders, construct homes to serve their needs merely for a few weeks in the spring.

### COLOR

Fur-bearing animals of the field, and birds of the air, show wonderful variations in color, including all primary colors, countless combinations and shades, metallic, bright and dull hues; failing to master the mystery openly expressed but not definitely explained, we content ourselves with the simple assumption, measurably true, that this remarkable coloring is chiefly, if not solely, purposeful as a protective covering in the varied and changing environment of the creatures thus endowed.

It is more manifestly a visible evidence of the lavish grace of the Creator, seen in all His works, designed to meet and satisfy the love of the beautiful universally entertained by His creatures, and which *all* men, consciously or unawares, constantly strive to realize, alternately build, pull down and reconstruct in tireless efforts

to achieve, conscious the while that attainments at the best and utmost only approximate aspirations.

Certain monkeys show markings in very decided red and green; the kolinsky is bright yellow; some martens are a deep orange in color; foxes are red, white, black, blue, grey, yellow and variegated; bears and wolves are black, brown, white, and all of these tones in combination; cats and squirrels are of all colors; combinations in color abound, embracing black and white, brown and white, red and yellow, and in instances three or more colors in the same furry coat, set in dots, lines, patches, and quite clearly defined figures.

That the peculiar and varied coloring noted in the fur and feathers of many animals harmonizes with their environment and is therefore protective, need not be doubted; but to assume that protection against enemies constitutes the sole purpose and design must be accepted as a first thought, a plausible theory abounding in un-wisdom.

Some birds, noticeably the partridge and quail, are a hodge-podge of black and brown and white, and consequently are not readily observable in their nests of dead leaves and grasses indifferently constructed upon the ground under bushes or bogs; but the green branches or drooping grass above them serve as their best protection against flying hawks, and the slightest movement on their part would reveal them to a prowling fox or weasel; partridge and quail, hearing the patter of approaching feet, undoubtedly see the fox first and instinctively remain perfectly motionless, depending equally for safety upon color and inaction. If either bird should move its head, or wing, or in fear partially

rise to its feet preparatory to flight, it would be instantly discovered by the alert ears and eyes of the hungry fox; the birds would surely escape, but their eggs would be devoured by their enemy, and the partridge and quail would have to seek new nesting places.

The eggs of the partridge are dark and profusely blotched with black and brown, and are, therefore, well concealed by the general color of the nest while the hen is absent in quest of food; it should also be noted that eggs do not move of themselves. The eggs of the quail are plain white, but the nest is nearly always placed in open fields, often very near to dwellings, where wild fur-bearers do not travel in daylight hours; the grass in which the nest is placed droops so closely over the nest that the eggs, though white, cannot be seen by a hawk passing only a few inches above them.

The nest of the marsh wren is rather loosely constructed of dead brown and whitish rushes interwoven in the tall green grasses and reeds, and is therefore easily visible by contrast, and doubtless is perceived by the ever busy marsh hawk, but is never disturbed owing to the fact that the opening to the nest instead of being at the top, the usual place, is at the opposite extreme and consequently invisible from above.

The cat bird and robin, which are unlike in color, build their nests in identical surroundings in many instances, though the latter often selects the more open and exposed places; the blue jay makes its nest in a cedar tree, which it does not remotely resemble in color; the house wren chooses a small opening leading to a dark retreat under the eaves of country houses; the phoebe bird builds its nest, when possible, on a beam on

the under side of a bridge; owls, flickers and the blue bird build in hollow trees; swallows make their mud nests upon the rafters in barns, or within unused chimneys; and the martin nests in rather deep holes in sheer cliffs—as a rule nesting places are chosen with reference to concealment to insure the preservation of the expected brood, rather than the protection of the old birds, which manifestly place their dependence for safety chiefly on immobility while on their nests.

If harmony in coloring of fur and feather and environment assure protection to creatures preyed upon, then it must be of comparatively equal advantage to those that prey and which are similarly endowed.

The weasel in winter wears a coat of white fur, which we may assume obscures the animal as it dashes hither and thither over the snow in quest of a field mouse or grouse for its morning repast, and which instead of being clothed in white are habited in the grey or brown dress worn in summer; it is an excellent theory for the weasel, but a disastrous condition for the unsuspecting mouse and grouse, and in its successful operation would seem to indicate that the Creator graciously provides for the blood-thirsty weasel, but is indifferent to His more beautiful and lovable creatures.

The weasel, again, is white in winter whether the ground is covered with snow, or bare and brown; under the latter condition the weasel becomes the conspicuous one, and mouse and grouse perceiving it from afar readily escape, and the murderous weasel failing to obtain breakfast, dinner or supper must soon perish of hunger.

In the realm of abiding snow and ice the Polar or white bear grows to an immense size upon a diet of seal

meat; the monster ice-bear has to catch the seal before it can dine upon it, and to do so must slowly and very cautiously approach the seal as it fitfully sleeps upon the ice in close proximity to a "blow hole" through which it will surely escape if it becomes alarmed; the bear can scarcely be discerned in its environment of ice hummocks and snow mounds, and if skillful will remain unobserved until discovery is of no avail to the seal—lucky bear; unhappy seal.

In the region of abounding snow we find the fox and its prey, the Ptarmigan, both of which are white in winter; the fox and ptarmigan being identical in color with their environment ought to be invisible to one another; but, theoretically, the fox enjoys an advantage in being able to approach the birds unperceived, and should therefore catch all of them; on the other hand it is the ptarmigan that is favored because of the inability of the fox to see it at all, and none should be caught—as a matter of fact both may be found in their accustomed haunts whenever we wish to study the lesson afield.

Theories, it may be remarked in passing, do not have to be logical. The mouse and the grouse often fall a prey, and many times evade the sinuous weasel; the Polar bear sometimes catches the seal, and often fails to do so; now and then the fox catches the ptarmigan, and quite as often the beautiful bird wings its way to safety. The weasel, bear and fox succeed in the hunt only as the motion of their advancing bodies escape the notice of their intended victims; this knowledge is manifestly the heritage of both bird and beast, prey and preyer. Unless hunter and hunted are extremely near each other, within the compass of a bound, at the in-

stant when the latter makes its dash or splash or flutter toward safety, the hunter at once abandons the chase, turns aside and begins anew its quest of a meal in some field of fairer hope.

Black, red, and silvery foxes are found in the same litter, an exceptional condition among wild animals, though young muskrats in the same family sometimes vary from light to much darker shades of brown. Fur seals and sea otters are black when born, and gradually change to greyish; hair seals are at birth perfectly white, and subsequently change, assuming the several distinct hues and markings characterizing the different members of the family.

Albinos, single specimens, are occasionally found among all fur-bearers; once in a while, but not oftener, trappers have found in their traps a pure white beaver, raccoon, skunk, or muskrat.

### PROTECTIVE NATURE

Wise laws expressly enacted for the purpose undoubtedly operate to delay the extinction of our beautiful, interesting and valuable fur-bearers, but nature affords them a greater degree of protection than is accorded by friendly statutes, however rigidly enforced.

Late in the autumn, when the radiant warmth of the sun is reduced in intensity o'er the earth and sea, and frost and ice and snow prevail, all fur-bearing animals begin to develop a heavier growth of fur, which increases in density until the creature possesses a coat that is perfectly protective against the severest cold of dreary winter.

Early in the spring the order is reversed, the animals

putting off, or shedding, a considerable portion of their fur on account of the rise in temperature; the remaining fur while ample for the needs of the little beasts, is so changed in quantity, texture and color as to be valueless for manufacturing purposes. The laws of the land prohibit the killing of fur-bearers in summer, but owing to the greed of man such laws would prove only partially protective except for the efficient co-operation of nature.

### HIBERNATORS

The black bear hibernates, or spends the winter in sleep in a den chosen by it for the purpose; the bear does this for the same reason that the dog barks and bites, and all importantly because of its inability to procure food in winter, none being available, the general diet of the bear consisting of berries, fruits, honey and a few other things. The bear has the warmest coat of all the animals, and consequently its pleasant dreams are never disturbed by the cold. When it issues from its hibernacle in the spring its ordinary food supply is still minus in quantity, and unless it is very successful in fishing experiences many hungry moments while waiting for early berries to mature.

The woodchuck, or ground hog, also hibernates for the same reasons, but as it is a vegetarian it fares better after awakening in the spring. The belief that the woodchuck always awakens on February 2, need not be entertained.

The skunk hibernates for several days or weeks at a time from December to March, on account of inability to procure its usual food, grubs, insects, frogs, fruits and certain plants; the animal is rather wantonly killed

by farmers because it is sometimes found near hen roosts, where it is really hunting a den and not a hen. Six or ten, or more, skunks spend the winter in company in the same den, thus keeping each other warm, and occasionally suffocating the colony. On very pleasant days the skunk leaves its den and briefly roams abroad, not to obtain food, it knows better, but to get a refreshing drink—and possibly to calculate the date.

### NATURAL HUNTERS, TRAPPERS AND FISHERS

Men have been hunters and trappers, of necessity and for gain, ever since the flood. Earliest hunters used stones and clubs, bows and arrows, pits and deadfalls, with varying degrees of success; today they are provided with matchless guns and rifles, and a variety of ingenious traps, and the capture of several million animals annually makes it evident that chance has been largely superseded by work, toil greatly surpassing in struggle and suffering anything experienced by the ancients; work which rarely receives "a just recompense of reward," as the major portion of the wealth added to the world's treasure garnered from the trail and trap accrues to masterful capital rather than to sacrificial labor.

Some-when and somewhere the deserving hunter and trapper will come into his own.

All of the fur-bearers that are hunted and trapped for their fur, particularly those that are carnivorous, are born hunters, trappers and fishers; some of them are savage and cruel, and a few, noticeably the felines, torture their victims previous to killing and devouring them. Many of the carnivora are exceedingly swift, cunning,

skillful, patient and persistent both in hunting and fishing.

The Polar bear is a remarkably patient hunter; it will wait for hours at a blow hole for a seal to rise to breathe, and when it appears kill it almost instantly with a single blow of its mighty paw.

The wolf and lynx will run many miles without apparent weariness in pursuit of their prey.

The fox, weasel, wolverine, and all members of the cat tribe are cunning, persistent and successful hunters.

The dog, mongoose, ferret and chetah are trained by man to hunt for him; they need to be tamed more definitely than trained for the purpose, as they are natural hunters.

The otter, seal, pekan, or fisher, raccoon and mink are expert fishers, some of them being wholly dependent for food upon their skill in catching trout, salmon, and smaller fry.

The Polar bear is both hunter and trapper, his massive paw being the trap, for much of his game comes to him and merely has to be caught.

In instances the wolf, operating in pairs, both hunts and traps, one wolf "lying in wait" while the other drives the quarry to it to be caught.

Among feathered creatures, the eagle and all hawks are specially noted for their efficiency as hunters and fishers. The flycatcher hunting its game on the under side of leaves of fruit trees, the robin stealthily stalking earth worms at dawn or twilight, the wren alertly searching the retreats of caterpillars and grubs, the night-hawk capturing insects in the air, and the wood-pecker unerringly locating fat grubs half an inch or

more beneath the bark of great trees, are all extremely interesting hunters worthy of patient observation and study. Hawks, herons, cranes, the pelican and king-fisher are fishers of the first class, and they catch more funny beauties than all human devotees of the rod, except, possibly, the small boy who cuts his "pole" in the swamp near the brook in which he casts his line. The pelican, being an exceptionally successful and industrious fisher, and being provided with a natural creel, is trained to exercise its piscatory skill for the benefit of its human owner, the cute Chinee.

Ducks are good fishers; some of them live so nearly exclusively on fish, that the fishy taste and odor makes their flesh undesirable for human food.

The anteater, a hairy creature, makes a high score as a trapper, using as a trap its long, rough tongue which it thrusts into an anthill and permits it to remain "set" until it is covered with ants and then withdrawing it devours the catch.

The spider is the most ingenious, laborious and efficient of all natural trappers; and the only one that shows great constructive ability in making its own trap, sets it in manifest knowledge of the habits and haunts of the game to be caught, and constructs at the rear of the trap a "blind" in which to lie concealed and ready to instantly pounce upon and perfectly secure every creature entering it. The web of the spider, designed by the spinner to serve solely as a trap, is a marvel in beauty, design and workmanship, composed wholly of exceeding delicate threads or filaments, spun in a series of constantly enlarging circles, beginning at a center and continuing outward to a periphery of ten, twenty or more inches in

diameter, the circles being crossed and united by innumerable, slightly spaced, radii of the same flimsy threads; the web is sustained, and kept in effective position, by cables of the same material attached to branches, grass, posts or other convenient objects suited to the purpose; this seemingly fragile trap is really remarkably strong, and is perfectly adapted to the needs of the trapper, the capture of the food required to sustain its life; a creature too large and strong to be held by the trap occasionally blunders into and breaks through it, but the spider, which is constantly on guard, though hidden from view, promptly repairs the damage, and in a few moments the trap is again in working order.

The trap of the spider, attached to proper supports, is set perpendicular to catch flies and other insects in their usual horizontal flights; and is also set horizontal, near the ground to capture unwary insects which, as the heat of the day increases, drop down out of the air in quest of cool hiding places. Great numbers of these spider traps are set quite closely together in the grass and weeds growing along the sides of country roads where flies and insects abound and which, being frequently disturbed by passing vehicles and pedestrians, flit back and forth from the roadway to the grass at either side of it; many of them instead of alighting on the sward enter the traps, from which there is no escape. Though hundreds of these devices are set only a few feet or inches apart, we may pass them many times, even walk over and upon them, without noticing them, but on a foggy morning the mist-laden threads are clearly visible, interesting and impressive; and we realize, probably for the first time, that the spider spinning its cunningly wrought web sets

a trap which not alone supplies its own daily needs but concurrently renders an immeasurably important service to man in effecting the destruction of millions of inimical insects which, if not thus prevented from multiplying, would render human life practically unendurable.

"The spider taketh hold with her hands, and is in king's palaces." Proverbs 30:28.

She "taketh hold with her hands" not only in the palace of the king, but in the hut of the peasant, serving well and wonderfully all the people.

### WEATHER PROPHETS

Careful observers, particularly farmers, experienced hunters and professional trappers who are most concerned, confidently assert that certain animals are unerringly weather-wise, and that they never fail to note and prepare for climatic changes some time in advance of their occurrence; these human lovers of nature, who spend most of their wakeful hours outdoors have learned to read many of the signs as readily as scholars read books, and they always place the utmost confidence in their interpretations of them.

Some of the animals announce approaching storms, rain or snow according to the season, others predict clearing conditions, but the greater number exercise their prophetic powers in foretelling changes in temperature, and generally write their "signs" considerably antecedent to the event.

If the raccoon elects to feed upon ripened corn early in the fall, to the neglect of its usual food, a severe winter may be expected, and is usually realized. Fair

weather may be "looked for" when a cat licks its fur downward, from head to tail, the direction in which it naturally lies. If the cat licks its fur in the other direction, it is considered a sure sign of a coming storm—regardless of signs, an unpleasantness of some kind nearly always follows when the "fur is rubbed the wrong way."

The tree-toad sings loudest just in advance of a shower; most animals note the approach of rain in summer, not because of their prophetic knowledge, but owing to a very pronounced change in atmospheric pressure.

The squirrel indicates the character of the coming winter by the quantity of nuts and acorns it carries to its den in a tree, or conceals in many places in the ground; if the greater supply of food is stored in the tree, severe cold and much snow may be expected; on the contrary, if the nuts are hidden "here, there and everywhere" in the ground, the winter will be mild with a light snowfall.

The muskrat is a fairly correct weather prophet; when it builds its house unusually high trappers and other observers wisely prepare for a winter of more than ordinary severity, with a succession of heavy snow storms, and are rarely agreeably disappointed. This building habit of the muskrat also promises exceptionally high freshets in the following spring, and there is no record to show that the muskrat ever regretted the extra labor expended in adding a story or two to its winter dwelling.

When the woodchuck digs an unusually deep burrow, as shown by the great amount of earth heaped about the entrance, and carries into the burrow a mass

of leaves, grasses and other warm bedding, plenty of ice and snow may be expected to characterize the ensuing winter.

The beaver gathers its winter supply of food prior to the beginning of severe frosts, but never very far in advance of that period, and by watching the prescient animal observers of long experience readily determine whether the winter will open early or late; when the beaver builds a very thick dam, a cold winter is certain to be experienced in that particular section.

The skunk sheds its fur earlier in the spring than any other animal, and when it begins to do so, there will be no more "hard freezing," though there may be many chilly days and nights before the ground will be warm enough to safely plant corn.

Settled spring weather will surely prevail after the bear issues from the den in which it has slept during the winter; the bear is never in a hurry to wake up, as it somehow knows that the food it needs after a winter's fast cannot begin to grow while the ground is frozen.

The woodchuck, or ground hog, according to common belief, awakens from its long winter sleep on the second day of February and walks out of its burrow to "see what the weather is"; if the sun shines, and the woodchuck consequently "sees its shadow," winter weather will continue for "six weeks"; if it is a cloudy morning, the woodchuck knows that the winter is ended and it need not return to its burrow—this sign fails north of Florida. We may accept the predictions of all the weather-wise animals except the woodchuck, which is incapable of telling a falsehood, but cannot help being the subject of prevaricators. If the woodchuck ever

comes out of its den on February two, it surely, shadow or no shadow, goes back again in a hurry, for however well it might endure the icy blasts of subsequent days, it would starve to death while awaiting the coming of gracious April showers. The claim that the ground hog emerges from its burrow to study the "signs," is an infallible sign that the sleepy animal is not weather-wise, and if it were, like all prophets, would be "without honor in its own country," and deservedly so for occasionally prophesying the end of winter, without plainly stating which end.

### MOLE

The ground mole, which spends its allotted days of unknown number under ground, is one of the most remarkable fur-bearers known to man; though not longer or broader than a man's hand, it is wonderfully alert, and its senses, particularly hearing and smelling, are perfect; its fore paws are short, flat, disproportionately large, and are provided with strong, sharp nails, and constitute a pair of shovels not exceeded in rapidity of operation by the modern trench digger. One sense, sight, is deficient; the creature, however, has small black, bead-like eyes, sunken beneath the fur, and which are movable outward and inward at will, and serve all its needs; the faculty of drawing the eyes down beneath the fur is nature's kindly provision for their protection while the mole is engaged in plowing its tunnels with its shovel-like fore feet which project at right angles from the body; the eyes are doubtless of little service to the animal in its travels, chief dependence being placed upon the sharp, hairless snout, which is the organ of both scent and touch.

## OPOSSUM LORE

If the opossum ever "plays dead" to escape an all-devouring foe, the enemy thus sought to be avoided is the snake, which is the only creature that unmistakably prefers to eat live food. "The serpent is more subtle than any beast of the field," but temporarily meets its match when the opossum sees it first—if the solemnly reported trick of the opossum is not a fervid fable. If the opossum instead of "making believe" dead, or trying to run away, would permit the serpent to overtake it, the quadruped could readily tickle the snake to death with its grippy tail—this is another tale of the opossum to be taken with a little chlorid of sodium.

In its arboreal travels the opossum uses its prehensile tail as a hand, not in going up, but in coming down; when the animal wishes to descend it curls the end of its tail around a branch, holds fast thereby, and fearlessly swings down head first to the limb next below, which it could not otherwise reach, and to which it dare not jump.

When man lost his tail, as he is supposed to have done, he parted with one-half of his ability as a climber; he is still able to go up, but in coming down, otherwise than with a thud, the insignificant opossum leads superman as effectively as it deceives the subtle serpent.

## LYNX AND RABBIT

A strenuous competitive struggle for existence is ceaselessly waged by the lynx and the rabbit; and though the contest has been maintained during the ages, neither has gained more than a temporary triumph; and for that reason lynx and rabbit still abide in the same territory. If we begin our observation of conditions at a

period when very few lynx exist, we shall find rabbits exceedingly abundant; as time goes on we will each season note an increase in the number of lynx, and a gradual reduction in rabbit life; and continuing our observations for a period of about seven years will find that the lynx have greatly multiplied, and that only a few rabbits remain—a complete reversal of the condition prevailing at the beginning of the seven-year period. Continuing our observations we will soon note a very slight decrease in the number of lynx, and if we extend our study over a second term of seven years will find each season fewer lynx and an ever increasing number of rabbits, and at the end of the seventh year scarcely any lynx, and rabbits super-abundant.

The explanation is obvious. The rabbit constitutes the most satisfying food of the lynx, and when only a few of the latter exist and the former are very abundant, the lynx readily procuring an excess of nourishing food for itself and young thrives and rapidly multiplies, and the steady increasing number to be fed effects a constant decrease in the food supply, particularly of young rabbits which are easily caught even by the young lynx; with the exhaustion of the food supply the lynx, old and young gradually perish of hunger, and the birth rate declines until only a few remain—at which state of the see-saw the rabbit again begins to multiply—and so on, *ad infinitum*.

### HOPS

The hop-worm, which feeds upon the hop vine, is a wasteful devourer; it eats its way once through a vine at a point a few inches under ground, thereby completely destroying it. The skunk is the most deadly foe of the

hop-worm, which it esteems as food, and if given free access at night to single vines or cultivated hop yards, will unerringly discover the worms, dig them out of their tunnels and devour them; in a large hop yard during the growing season a skunk is worth about five dollars a night.

Unrestrained in operation the hop worm would in a little while practically effect prohibition, or radical changes in the composition of common beer; strangely the despised skunk elects to become the friend and ally of the beer drinker. It does not follow that the beer drinker will ultimately develop into a devourer of hop worms, or that the skunk will necessarily become a guzzler of beer, but the record leads to the conviction that of the two the skunk is not incontrovertibly the worst.

#### POLECAT

The polecat, a European animal, possesses the strange power, peculiar to a few insects, of suspending animation without killing certain creatures upon which it feeds; it is declared that it effects this result by biting the frog, toad or other small animal through the brain, thereby causing paralysis of nerves and sinews, but no other injury; the creatures thus bitten are carried to its den by the polecat to constitute a reserve stock of food which will remain perfectly fresh until required.

#### BEAVER

The beaver, which builds a greater and grander house than any of the mighty beasts, is incorrectly credited with the possession of unerring knowledge, the claim being advanced that the beaver never makes a mis-

take. It surely commits one fatal error in making its lodge so conspicuous that "the wayfaring man though a fool" cannot fail to observe it, his observation invariably being followed by the death of practically every member of the colony. It is true that the beaver, as constituted, would perish of hunger and exposure during the winter without its wonderful dam and protective lodge, and this being the greatest peril of which it is instinctively aware it builds accordingly, without anxious concern regarding probable bridges, and therefore cannot be said to be an unwise wise artisan.

Perfect wisdom is not found on land or sea—is not expressed in the hewn stone castle of a king, or the judgment of a sage, more surely than in the lodge of sticks and stones and clay constructed by the beaver.

One other fur-bearer, the muskrat, builds a conspicuous house, readily discoverable to the youngest as well as the most experienced trapper—builds to perfectly meet dangers instinctively apprehended, and has survived, as it could not have done if, being more human, it had idly disregarded known perils in quivering fear of formless foes. Beavers and muskrats may now build in greater security than formerly, as in nearly all States of the Union and all the Provinces of Canada, laws have been enacted for the protection of both animals and their houses.

## FOX

In order to perpetuate the fur-bearers Noah took two of each species with him in the ark, and since that time, if not prior to that event, the fox has continued to live in pairs, and in consequence of this habit has developed

individuality in a marked degree; gregarious animals are all alike as regards methods of procuring their food, exhibitions of courage, fear, concealment, and other particulars, but one fox differs from another fox as stars differ in glory. The young fox doubtless learns much from its parents, but when it goes out into the world to seek its own home and living, its new environment, newly encountered dangers, comparative ease or difficulty experienced in procuring food, and the consciousness, a term seemingly permissible, that it must look out for "number one" because no one else will, the youngster, instead of invariably following the ways common to all members of the tribe, displays remarkable personality in action, which though readily noticed is rarely understood and therefore considered fully explained by one word—cunning.

It is manifest to observers that an old fox knows more than a young one, for it is incontrovertible that if all were governed solely by what we understand as instinct—"an operation of the mind independent of experience, and without having any end in view"—old and young foxes should or would act alike in similar circumstances, instead of so unlike as to excite our astonishment.

The fox evidently learns, and as surely remembers, and combining knowledge and experience is able to initiate; all experiences are not alike; all difficulties and perilous situations are not identical in cause or detail, but as these unlike conditions arise the old fox meets them, not in the same way in which it effected narrow escapes in previous dissimilar circumstances, but differently, not always wholly independent of past experience,

but surely depending upon new tricks and tactics evoked by the exigency of the moment.

A young fox suddenly aroused by a hound will at once seek the nearest hiding place; in like circumstances the common brown hare will dash away at full speed and in a few moments, if closely pursued, will invariably circle back to the spot in which it was reposing when discovered by the hound; the hunter counts upon this homing habit, and quietly awaiting the return of the hare usually bags it, unless he is a poor marksman. The little hare knows perfectly the tortuous runs and paths which it has made in the immediate vicinity of its home, but the outside world is strange to it, and therefore in its very limited knowledge clings to its home as the only place of safety; while the hare thus runs its circle with a definite "end in view," in doing so it readily becomes the prey of its devouring enemies.

An old fox approached by a hound may, if circumstances permit, quickly enter one of its underground dens and while the closely pursuing dog seeks to follow it pass out of the den by another somewhat distant and less conspicuous exit, and so leisurely trot to a *known* safe retreat many miles away, the hound meanwhile continuing to bark and burrow manifestly quite confident, because of the single sense of smell, that the fox is still within the den. Instead of pursuing this course, the fox may at first dash away across fields and brooks in a straight line, curves and circles, making long, speedy runs and taking frequent rests, not "without any end in view," but for a definite purpose, either to cause the hound to lose the scent, and so end the chase; or to confuse its pursuer as to the direction taken by the pursued,

and so lead the hound to retrace its steps and thus afford reynard ample time to effect its escape; the fox in alternately running and resting aims to tire out the hound which, not apprehending all fox tricks, continues to follow a warm scent until its strength is exhausted. The fox evidently "knows a lot," much more than we suppose; it is not conceivable that it chooses a long chase, in instances continuing many hours, when a short run would insure its safety; we may infer that it fairly comprehends the unvaried method of an enemy which has assailed it more than once, and its own most effective line of defense; that it knows exactly what to do when trailed by Fido for the third time, and has recourse to first one trick and then another, more if need be, when pursued for the first time by another hound or mongrel.

Reynard, like some humans, lives by his wits; and sooner or later likewise perishes in consequence of excessive confidence in fallible wisdom.

In the great State of Pennsylvania the fox is classed as vermin, and is charged with destroying many game birds—which sportsmen and pot hunters would like to get; the sportsmen seemingly forget that game birds and foxes have been co-inhabitants of the same patch of land from the dawn of time, and that the fox, if guilty as charged, has in all ages been a very provident feeder, and wonderfully considerate of the needs of fox posterity.

#### TERRAPIN

Maryland trappers and foxes are active competitors in catching terrapin; but, paradoxical as it may appear, if the trapper would systematically devote all his

time to trapping foxes to the extreme of extermination, he would catch more terrapin—later. The terrapin, after the manner of other members of the tortoise tribe, crawls up on the beach to lay its eggs in the sand, and in so doing leaves a broad trail which the fox follows until it finds the place where the eggs were deposited—and that closes the history of the hatch; one fox will find, dig up and devour all the eggs laid by a number of terrapin, and, unless he is captured, brer fox will continue to feast on terrapin eggs to the end of the season.

A young fox will find a buried terrapin nest as readily as an old animal, and manifestly knows a terrapin trail and the meaning of it the first time it sees one; just how it acquired this particular knowledge, unless its mother taught it, is an interesting mystery; there are very few terrapin, all lay their eggs only once a year and very nearly at the same time, where they cannot be discovered by sight or scent.

If we knew how much dumb animals know, our fund of information, probably our knowledge, would be materially increased.

### TAILS

Tails, which for a part of the anatomy of most furry, hairy and feathered animals, are not merely ornamental, but are serviceable in many ways, and essentially so. Equines and bovines use their tails as ever ready and effective fly swatters, and thus escape the cruel intentions of many fierce foes.

Canines wag their tails vigorously as an expression of joy upon meeting a human friend; wag them very differently—slowly and doubtfully, when first meeting

another canine; maintain them extended and rigid on scenting or pointing a bird, and move them slowly from right to left and the reverse when running a trail.

The beaver uses its tail as a helm when swimming, a trowel when engaged in building its lodge or dam, and in sounding an alarm on the approach of an enemy.

The round tail of the muskrat serves the animal as a rudder in its tortuous course through the water.

The squirrel has a handsome bushy tail which aids the animal in maintaining its balance as it swiftly runs along the branches of high trees; the tail turned forward over the back deflects light winds which would ruffle and penetrate the fur; the tail serves to cover and protect the feet while the squirrel is sleeping.

The otter employs its tail as a helm in swimming, and in steering its course when sliding down steep river banks. The tail of the opossum serves the animal as a fifth hand in climbing, and is very freely used in descending from one branch to another which could not otherwise be reached; all opossums and most monkeys have prehensile tails, and they use them freely.

When frightened, angered, or about to engage in battle, most members of the cat family very expressively whisk their tails from side to side, and beat the ground with them more and more rapidly to the instant of springing upon their foe, or dashing away in retreat.

Careful observers understand this tail language fairly well, but it doubtless means much more to those who wear the tails in manifest appreciation of their manifold utility.

## Offspring

Infant fur-bearers are not invariably named after their parents, but are designated in the fur trade by titles and terms which shatter all family relations and which, if heard, would bewilder a naturalist, and paralyze a philologist.

The American marmot is called a prairie "dog," because it barks—a sound reason, but one not uniformly observed in naming fur-bearers; very young muskrats are called kittens, though they utter no cat-like cry, have furless tails and swim like ducks and fish.

The offspring of a musk ox is a calf; but both parents are always mentioned as musk oxen—no one ever heard of a musk cow.

The prize goes to the seal; the mature male is a bull, the female is a cow, and the offspring regardless of sex are pups, are sometimes called cubs, and when one year old the males are designated as bachelors—taken collectively seals and sealing are officially referred to as the seal fishery.

The aged goat is known as Billy, the female as Nannie, and the offspring as kids; this seems to prove, if at all affirmative, that the goat is more nearly allied to the *genus homo* than any other species, and accounts for the headiness of both.

The Ainos, natives of the Kurile Islands, are so completely covered with hair that the Japanese assert that they are descended from bears, but are too manifestly human to be killed as fur-bearers. Research might prove them to be the posterity of Esau.

## Materia Medica

Fur-bearers contribute to the real pleasure and comfort of man by furnishing him with warm clothing, oil for lighting and lubricating purposes, delicious food, tools and weapons, prophetic warnings regarding that absorbing subject, the weather, and additionally promote his welfare by supplying him with sundry specifics of great curative power. In some of the truly rural districts of England it is believed that the tongue of a fox, cut from the living animal, renders the person carrying it immune to all diseases—we would except brain strain.

This remedy has a serious drawback, as the person using it is sure to die very soon after meeting a fox at a place where two roads cross—and ought to die much sooner.

Marrow from the large bones of the stag was formerly prescribed as a cure for certain diseases, but was valued only by English physicians of the very old school; in recent times it has been taken internally to relieve a “ravenous” appetite.

In some cantons of Switzerland colds and other affections are promptly cured, it is said, by a dose consisting of five or six drops of the blood of the steinbok taken in a glass of wine; in the United States the homopathic quantity of blood is considered unnecessary, “rock and rye” being independently effective. In rural England many believe that a sty on the eye may be cured by brushing the eye with a hair plucked from the caudal appendage of a black cat; the same treatment serves as a preventive. In former days the right forefoot of a hare was carried in the pocket, any pocket, as a pre-

ventive of rheumatism, and doubtless was as effective as a horse chestnut persistently toted for the same purpose. The negro voodoo doctor, even in enlightened America, still carries a rabbit foot somewhere about his person and considers it an irresistible charm, working good to himself and evil to his enemies.

Bear fat once ranked very high as a never-failing remedial agent for increasing the growth of the human hair; but as the supply was small, and adulterants were freely used, patients were put to it to catch their own bears as the only sure means of obtaining the genuine article. Bear galls are regularly used. Castor, a pungent substance found in two sacs in the beaver, has long been considered as an excellent antispasmodic; beaver "castors" are regularly collected in Canada and the United States in quantity, and offered at the London public sales of furs.

The odorous fluid secreted in the pouch of the civet was at one time quite generally prescribed by practicing physicians, and though it "worked wonders" has been superseded by more or less potent specifics procurable at lower cost.

Muskrat skins, worn with the fur next to the person, will relieve, if they do not cure, the severest case of asthma; the fur is warm and electrical, and is more protective against cold than softest knitted fabrics; the skin should be worn over the lungs, both on the chest and back.

Cat skins, to be worn in the same way are recommended in cases of lung trouble; a live kitten, owing to the fact that cat fur is charged with electricity, would be even more efficacious, but is not so easily applied or retained in the position where it will "do the most good."



In China and India the fat of the tiger is used in single and compound forms to cure rheumatism; and nearly all parts of the body are said to possess valuable remedial properties.

Some Chinese doctors, who are not anxious to procure testimonials, prescribe or administer the scrapings of deer horns as a sure cure for vertigo; it is doubtful if any one but a Chinaman can take the remedy without contracting the disease.

In some sections of the United States where every one has a remedy to offer, skunk oil is considered an infallible cure for rheumatism, stiff joints and all aching bones, and doubtless does soften and assuage; but mortals endowed with supersensitive olfactory organs regard the remedy as worse than the disease. The pungent fluid which characterizes the skunk, and is generally dreaded, is also credited with wonderful medicinal qualities, and is occasionally prescribed in cases of asthma—but most sufferers choose to endure the ills they have rather than fly to a remedy they know so well.

Furriers prepare deer skins for invalids, not to be taken as medicine, but to be used as cool, restful couches, for which purpose they are incomparable.

## Sport

The raccoon as an efficient destroyer of harmful grubs and insects is invaluable to agriculturists, and as a fur-bearer is of great worth to furriers if captured when the fur is prime; it has remained for the legislature of the great State of Pennsylvania to classify the raccoon as a game animal, and to legalize its capture in September—at which time the fur is valueless—to gratify selfish Keystone “sports.” In some parts of the country the raccoon is hunted by men, boys and dogs on all moonlight nights, and in defending itself is game to the last, but not in the sense comprehended by framers of game laws, most of which are strangely human in that they are “fearfully and wonderfully made.” Killing raccoon just to kill and calling it sport, is a perversion of terms outclassed only by the declaration that “war is a blessing in disguise.”

Some men count it sport to attend a hanging, witness a prize fight, or view with delight a revolting battle to the death between two cocks; if these “sports” were autocrats, men, coons and birds would soon vanish from *terra firma*, and the only pleasure remaining for the sports would be the final sporty act of “dog eat dog.”



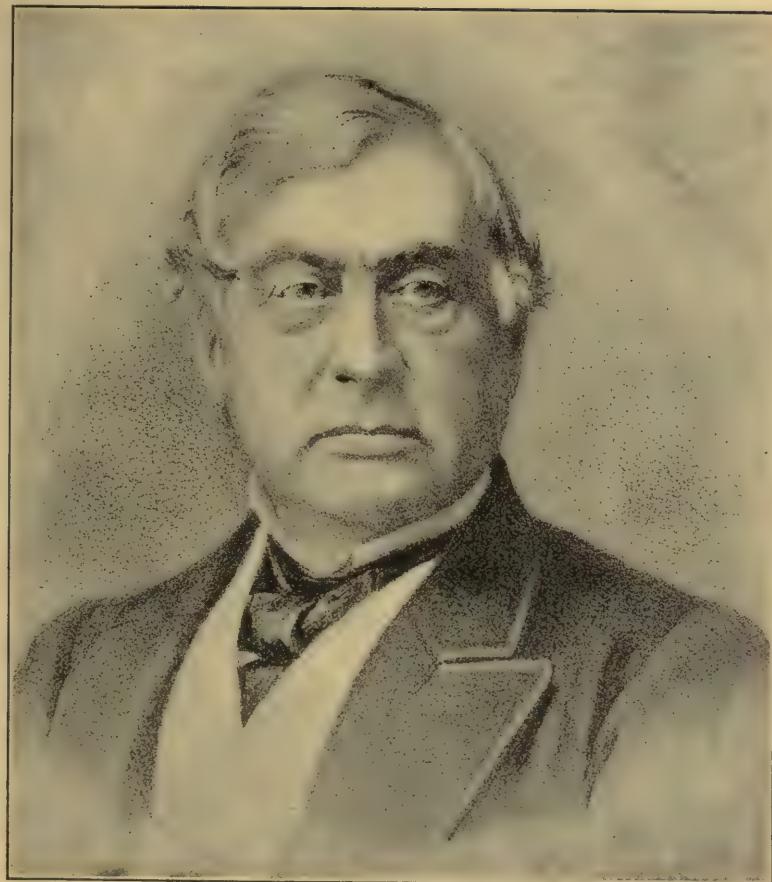
## Sir Curtis M. Lampson

We close the records with a brief reference to a man of vision, who knew his own times so well that he was able to clearly scan the age in advance, discern the needs of his immediate contemporaries, those just coming upon the scene, and the throng following; he was not only able to perceive, but was capable of devising, directing and executing methods of incomparable value and benefit to the fur trade at large.

Curtis M. Lampson was born in New Haven, Vermont, in 1805; when a young man he sought and found employment in the fur business in New York, and proved so attentive and efficient that when an emergency arose he was chosen as the one best prepared to cope with the condition, and was despatched to London with all necessary authority in the matter. Mr. Lampson had the fur trade at heart, and in a short time developed plans, and interested capital, for having American raw furs sent to London in quantity to be attractively offered as a unit on specified dates, convenient alike to shippers and buyers, not at private sale but in public auction, in fair, open competition to merchants from all parts of the world.

Mr. Lampson became a British subject, we believe, to more effectually carry out his plans, and in order to develop to the utmost American fur interests. He chose London as a permanent center of operation fundamentally on account of the fact that he found men and commercial conditions there pronouncedly in harmony with his own character, mercantile instincts, and moral training in his boyhood home.

He found London merchants absolutely honest,



Sir Curtis M. Lampson



strictly so in all their transactions; all dealings were "open and above board," and terms of sale and purchase were made known in detail in advance, and were adhered to, come weal or woe, without deviation; furthermore, he found the London merchants, and in the main those journeying thither to trade, absolutely honest in regard to their word; they honored their word without a bond, rigidly and more definitely than merchants in some centers respect their signed, sealed and sworn statements.

Mr. Lampson found London a mercantile field of greater breadth than any he had known, or of which he had entertained even vague conceptions; a mercantile and commercial center in which every commodity of utility, little or great and no matter where produced or originating, can be marketed at a consistent price. While it may be true that there are in London, as elsewhere, certain speculators in specialties, it is more noticeably true that there are in that great clearing mart speculators who will purchase any article found on earth, in or under the waters, because of their confidence that everything can be utilized somewhere.

Furs beautiful or ugly, skins fully furred or furless, peltries regarded as undesirable in New York, rejected as temporarily "not in fashion" at Paris, and which meet with disfavor at Berlin, may be sold at a price to London speculators who make it their business to familiarize themselves with the many minor markets as well as the great commercial centers of the world.

Mr. Lampson also found banking facilities exceptionally favorable at London for creating and developing his enterprise; this fact was not only personally im-

portant, but was of incalculable advantage to all concerned, merchants and speculators, as London banks freely made advances on readily marketable goods of every description, wisely regarding such advances as specially desirable loans.

Mr. Lampson, in brief, quickly sensed the fact that all essential conditions for building a permanent business of extreme worth to the fur trade abounded at London; and consequently he at once laid the deep and broad foundations upon which he subsequently erected a superstructure of world-wide interest—the center of the fur trade of the universe.

The public fur sales established in London by Mr. Lampson steadily advanced in magnitude and importance, and in a very brief period practically all surplus collections of American raw furs were regularly forwarded to London to be marketed through the "Lampson Sales"; shipments, however, were not limited to surplus lots, but included hundreds of bales just as they were received from country collectors.

These skins were all assorted and graded in the London warehouse, and the "Lampson assortment" ranked as the standard, and was invariably found to be as represented in the catalogue.

The management of the public sales was wise in detail; when the total receipts of any article sent forward for a particular sale definitely exceeded trade requirements under the existing conditions in leading markets, instead of offering the entire supply regardless of the loss certain to be incurred by shippers in consequence of sharp declines, Mr. Lampson exercised a large measure of discretion, and considerable quantities were with-

held from sale—the fact was not advertised, or even privately circulated among shippers or buyers. This is only one of many ways in which Mr. Lampson was instrumental in placing a hitherto somewhat haphazard trade upon a sound business basis, and a higher plane than others deemed attainable.

As general interest increased, the scope of the sales was greatly enlarged; their importance was augmented by the inclusion of European furs, and then Australian peltries, and in due course skins from Asia, South America, Africa, and the islands of the sea, including upwards of 250,000 fur seal skins per annum for the full period of the catch at its maximum quantity. It is not strange that this world-war, which closed London as a market of supply and interchange to so large a part of the civilized universe, paralyzed the fur trade for many weary months—and that recovery is as yet only a hope.

Mr. Lampson rendered valuable assistance in making the Atlantic cable a certainty, and was noticeably broad minded and public spirited. England, in recognition of his worth, conferred upon him the title of baronet.

We regret our inability to present a later photograph of Sir Curtis M. Lampson. One was mailed to us in London, but was withdrawn by the Censor.

We are indebted to A. V. Fraser, Esq., New York, for photograph shown.

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MEMO.

Daniel Leonard, see page 342, died October 26, 1917, at Richmond, while on his way to Florida. Born October 3, 1839.

## Tables

Tables appended show the offerings of raw furs at the several sales, Messrs. C. M. Lampson & Co., and the Hudson's Bay Company, and concerns of later date, held in London by decades for one hundred years, 1813 to 1912; all the years from the middle of the eighteenth century might be given, but space will not permit; the record closes with 1912 owing to the fact that reliable statistics cannot be given for a later date on account of bad business conditions in 1913 to 1915, causing many thousands of skins to be withdrawn from one sale to be offered in another, and still later sales, no record of the total number thus manipulated being available.

Table I.	1813	1823	1833	1843
Badger .....	.....	.....	.....	884
Bear .....	8,307	4,748	22,698	11,246
Beaver .....	88,738	56,923	50,335	51,196
Cat, House .....	.....	.....	.....	.....
Cat, Wild .....	.....	.....	.....	3,221
Chinchilla .....	.....	.....	.....	88,456
Ermine .....	.....	.....	.....	.....
Deer and Elk .....	37,290	48,443	159,300	124,700
Fisher .....	2,616	4,765	6,896	9,294
Fox .....	7,072	23,190	70,262	66,224
Fur Seal .....	.....	.....	.....	.....
Hair Seal .....	.....	.....	.....	.....
Lynx .....	4,167	11,116	17,800	13,321
Marten .....	10,981	89,112	71,418	108,215
Mink .....	746	28,698	99,742	134,240
Monkey, African .....	.....	.....	.....	.....
Musk Ox .....	.....	.....	.....	.....
Muskrat .....	148,379	258,662	160,840	772,447
Opossum, American .....	.....	.....	.....	.....
Opossum, Australian .....	.....	.....	.....	.....
Otter, Land .....	10,921	11,164	11,085	14,470
Otter, Sea .....	.....	.....	.....	.....
Rabbit .....	2,506	970	1,000	1,500
Raccoon .....	1,096	80,034	365,387	394,372
Skunk .....	.....	.....	.....	.....
Squirrel .....	.....	.....	.....	.....
Wolf .....	6,480	415	2,967	12,793
Wolverine .....	963	584	248	1,228

Table II.	1853	1863	1873	1883
Badger .....	955	1,295	1,563	745
Bear .....	10,774	10,552	12,983	12,088
Beaver .....	63,902	136,760	169,149	152,725
Cat, House .....	.....	.....	.....	.....
Cat, Wild .....	5,426	5,355	13,670	7,094
Chinchilla .....	48,970	87,785	20,560	25,953
Ermine .....	.....	.....	.....	.....
Deer and Elk .....	88,841	3,100	8,857	.....
Fisher .....	8,802	8,079	6,627	6,488
Fox .....	82,905	84,400	111,223	122,821
Fur Seal .....	2,714	27,986	171,569	171,336
Hair Seal .....	1,750	16,692	8,776	1,895
Lynx .....	5,578	7,810	7,280	11,460
Marten .....	101,024	127,310	93,212	104,506
Mink .....	232,791	93,240	107,015	179,950
Monkey, African .....	17,686	32,800	23,430	60,541
Musk Ox .....	.....	.....	.....	.....
Muskrat .....	1,800,402	2,322,194	2,600,869	3,031,948
Opossum, American..	54,407	89,579	250,464	183,160
Opossum, Australian..	.....	.....	313,339	934,950
Otter, Land .....	15,526	21,885	16,913	15,912
Otter, Sea .....	.....	3,005	5,090	5,679
Rabbit .....	82,430	39,300	6,450	13,600
Raccoon .....	508,542	478,514	462,516	401,890
Skunk .....	6,459	99,611	262,472	586,242
Squirrel .....	.....	.....	.....	.....
Wolf .....	7,228	8,203	9,228	2,142
Wolverine .....	1,104	1,374	1,891	1,842

Table III.	1893	1903	1912
Badger .....	33,074	10,842	23,415
Bear .....	29,457	33,987	21,172
Beaver .....	95,009	77,646	60,949
Cat, House..	70,001	61,831	120,452
Cat, Wild .....	4,010	20,028	25,479
Chinchilla .....	172,048	153,180	27,911
Ermine .....	.....	6,501	123,915
Deer and Elk .....	.....	.....	.....
Fisher .....	7,675	7,003	2,737
Fox .....	225,149	162,250	213,900
Fur Seal .....	71,333	158,010	26,619
Hair Seal .....	4,496	16,674	100
Lynx .....	13,759	14,091	12,573
Marten .....	109,314	152,214	55,394
Mink .....	300,541	253,938	158,940
Monkey, African .....	123,583	113,583	6,032
Musk Ox .....	871	1,271	292
Muskrat .....	3,067,850	3,792,363	5,099,072
Opossum, American .....	371,196	170,708	1,386,410

	1863	1873	1883
Opossum, Australian.....	1,945,990	3,151,125	2,151,041
Otter, Land .....	13,011	22,109	24,911
Otter Sea .....	1,600	450	.....
Rabbit .....	.....	50,242	.....
Raccoon.....	555,495	273,236	313,669
Skunk .....	555,166	939,797	1,527,771
Squirrel .....	136,236	130,759	280,000
Wolf .....	22,642	29,494	126,223
Wolverine .....	800	949	2,088
Civet Cat .....	.....	43,310	157,050

During the past twenty-five or thirty years several articles, in addition to those given in the tables, have been sent forward to the London Sales from time to time, latterly with fair regularity, to meet the constantly enlarging demand for fur. Offerings of this character for one year, 1912, are appended:

Kitt Fox.....	48,096	Mole .....	385,592
Russian Sable.....	4,357	Marmot .....	24,500
Fitch .....	1,925	Kolinsky .....	28,168
Stone Marten.....	2,874	Dog .....	8,600
Hare .....	2,111	Persian Lamb.....	4,000
Polar Bear.....	113	Squirrel .....	280,000
Wombat .....	8,661	Wallaby .....	1,258,000
Australian Fox.....	184,565	Kangaroo .....	24,725

Chinese skins as follows:

Fox 10303, mink 69,886, marmot 65,329, civet 7,942, otter 505, kolinsky 64,595, raccoon 77,288, kid 180,685, red fox 16,530, white rabbit 62,380, moufflon 12,894, dog 47,730, wild cat 774, wolf 1,796, sable 2,109, Thibet lamb 43,505, Thibet robes and crosses 2,862, Mongolian lamb 705, dog robes 758, deer rugs 22,221, black goat skins 141,911, grey goat skins 41,649, white goat skins 31,372, mixed goat skins 2,985, and small lots of tiger, leopard, civet and house cat skins, and sheep rugs.

## Finis

Each generation is wont to regard its own particular period of activity in commercial and mercantile affairs as selfish and evil in detail past precedent; but the confirmed records of the passing years impress the conviction that yesterday was more evil than to-day. Co-operation is steadily outflanking untoward competition; devious practices are increasingly giving place to moral methods in merchandising, local, national and international; the march of the legions in trade and commerce is definitely forwarded from the better, already

compassed, to the best, which is being progressively attained.

The American Fur Trade is progressing, unfolding, expanding, because it is intensely alive.

Fur serves man successively through each of the "seven stages" of expanding experience, from bud to fruition; and on the beginning of the eighth relieves by a touch of silent beauty the deepening shadows clustering the exit gate of earthly hopes. The infant in its carriage is carefully protected, not only from "every stormy wind that blows," but from genial zephyrs, with a robe of softest fur; and onward through all the allotted years, until the autumnal frosts their withering work perform, fur most delightfully comforts, shields and protects; and finally in the prescribed undertakers' rug of purple, black, white, gold or grey, fur is laid beneath the casket of kindred color over which chants and sighs commingle in an enforced farewell.

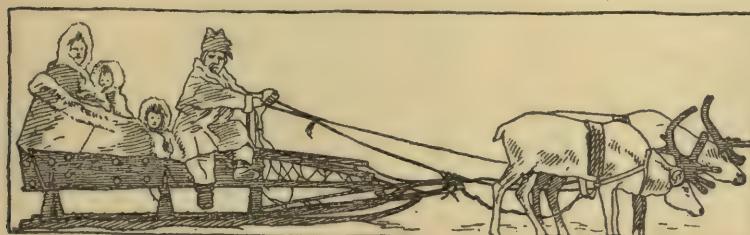
The untutored Indian dreams of happy hunting grounds, where game abounds, and the chase will be crowned with unvarying success; the trapper, who is that and nothing more, indulges in visions of a materialistic Eden in which sables exceed the sands in number, and every fox is black; and fur-bearers, wild and domesticated, doubtless revel in dreamy forecasts of brilliant landscapes, gurgling brooks and placid lakes where they shall enjoy surcease from woeful worry in abiding amity.

Spiritualized man, in his best estate, daily lives anew in far grander visions, and moves in majestic hope toward a destiny in nowise comparable to aught he now knows—not present conditions vastly improved, but a change in scene and self transcending knowledge before which vaunting imagination "pales its ineffectual fires."

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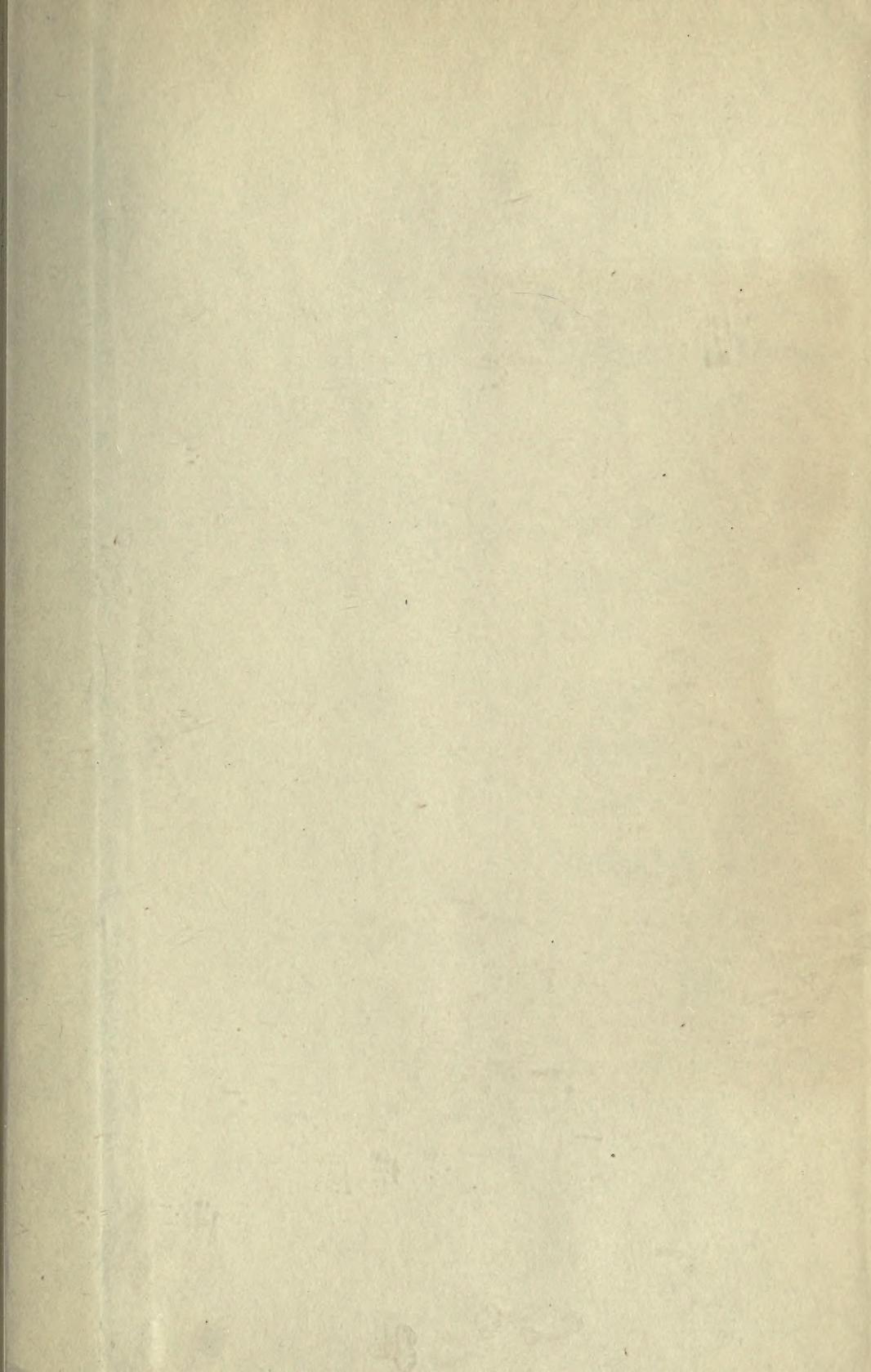
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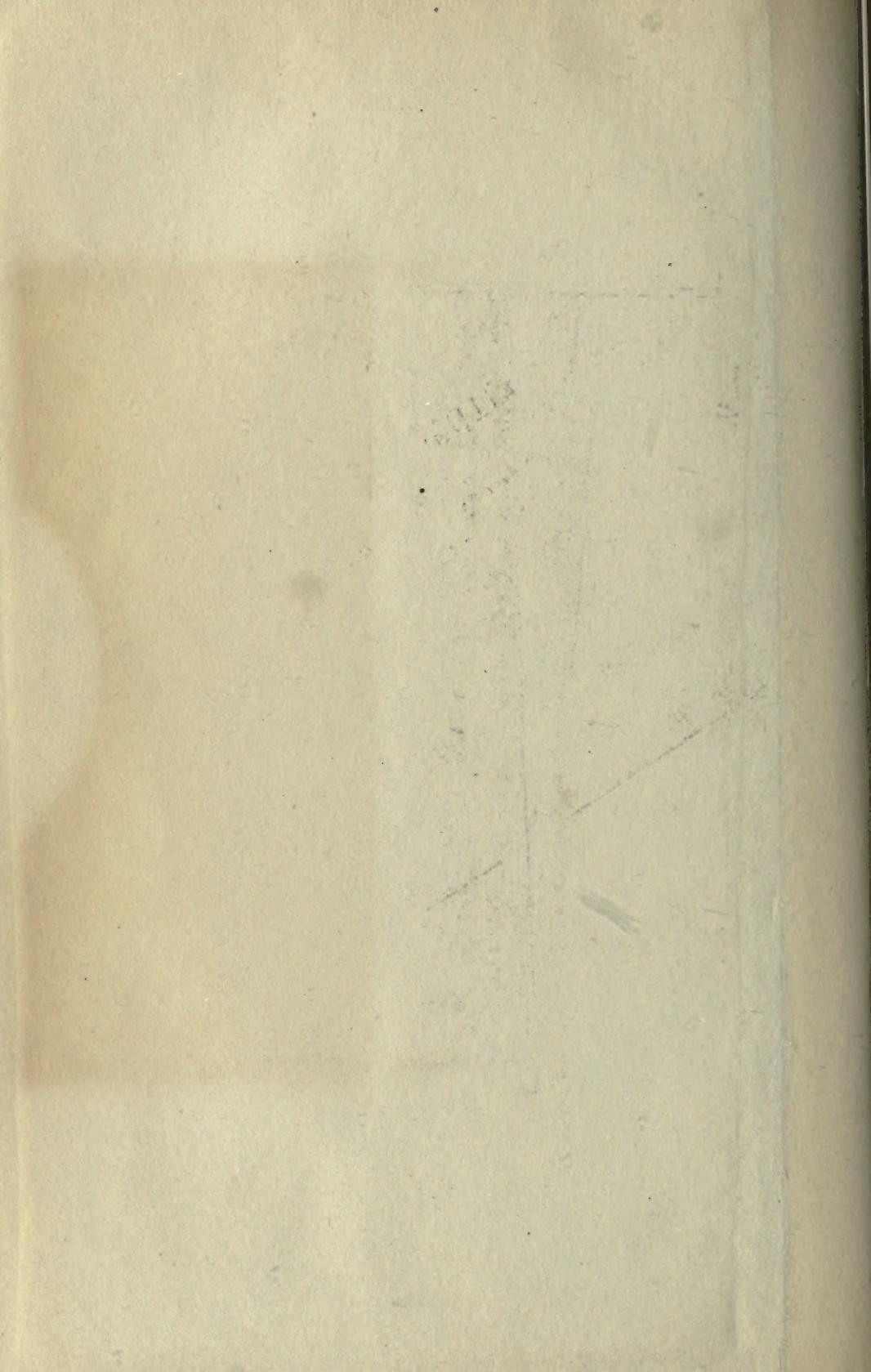












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